COMTEC

Tour Price Generator (TPG) Manual

Travelink

Release 47

Sun Partner Advantage

Microsoft GOLD CERTIFIED Partner

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Table of Contents

1 Document Objective 1

2 Summary of Document Changes 1

3 TPG Overview 1

4 Dependencies 2

- **4.1** Tours Setup UI (separate user manual) 2
- **4.2** Tour Prices (separate user manual) 2
- **4.3** Tour Costs (separate user manual) 4

5 The Tour Price Generator 6

- **5.1** Business rule 6
- **5.2** User Security Switches 7
- **5.3** Tour Master Search 9
- **5.4** Add New File 9
- **5.5** Load Existing File 9
- **5.6** Delete Existing File 10
- **5.7** Clone Existing File 11
- **5.8** Tour Modelling 12
- **5.9** Margin Curve 16
  - *5.9.1 Departure Dates 16*
  - *5.9.2 Mark-up or Margin Calculations 16*
  - *5.9.3 Include Supplements 16*
  - *5.9.4 Booked Dates (From – To) 16*
  - *5.9.5 Round Prices By 17*
  - *5.9.6 Selling Currency 17*
  - *5.9.7 Comments 17*
- **5.10** Results 17
  - *5.10.1 Exclude dates from TPG 23*
  - *5.10.2 Apparent Air 24*
  - *5.10.3 Copy prices 25*
- **5.11** Update Margin 26
- **5.12** Load Prices 29
- **5.13** Audit 30

6 Use Case Scenarios 31

- **6.1** Scenario 1 31
- **6.2** Scenario 2 37

7 Appendix 1 – Acronyms used in this Document 39

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Table of Figures

Figure 1 - High-level workflow of Tours modeling: 1
Figure 2 - Tour Prices Examples 3
Figure 3 - Example price type matrix 4
Figure 4 - Example price type matrix – completed 4
Figure 5 - Example Tour Costs 5
Figure 6 - Advanced Tours Business rule 6
Figure 7 - TPG in Travelink Setup 6
Figure 8 - Link to Security Set Up 7
Figure 9 - Security Set Up 8
Figure 10 - Tour Master Search 9
Figure 11 - Add New File 9
Figure 12 - Load Existing File 9
Figure 13 - Tour name and File name 10
Figure 14 - Delete Existing File 10
Figure 15 - Delete Existing file warning message 11
Figure 16 - Clone Existing File 11
Figure 17 - Clone Existing File – Edit the File name 12
Figure 18 - TPG tabs 12
Figure 19 - Price types in Tour Setup 13
Figure 20 - Price types in Tour Modeling 13
Figure 21 - Display Individual Tour Dates in Tour Modelling 13
Figure 22 - Use Date Bands in Tour Modeling 14
Figure 23 – 'Copy' button in Tour Modeling 14
Figure 24 - Occupancy validation message 15
Figure 25 - Passenger Total Control 15
Figure 26 - Passenger Total Control Warning message 16
Figure 27 - Departure Dates in Margin Curve 16
Figure 28 - Margin Curve screen – completed. 17
Figure 29 - Run TPG 18
Figure 30 - TPG Results 18
Figure 31 - Standard price types in Tours Set Up 20
Figure 32 - TPG results for Standard Price Types 20
Figure 33 - LO / FI price types in Tours Set Up 21
Figure 34 - TPG Results for LO/FI price types 21
Figure 35 - Adult / Child / LO / FI price types in Tours Set Up 22
Figure 36 - TPG Results for Adult/Child/LO/FI price types 22
Figure 37 - Adult / Child / LO / FI / Twin / Single price types 23

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Figure 38 - TPG Results for Adult/Child/LO/FI/Twin/Single price types 23
Figure 39 – Load Price check box in TPG results 24
Figure 40 – TPG Audit screen – exclude dates 24
Figure 41 – Apparent Air Adult 25
Figure 42 – Apparent Air Child 25
Figure 43 – TPG results before copying prices 26
Figure 44 – TPG results after prices were copied 26
Figure 45 – Original Margin Curve 27
Figure 46 – Original Margin 27
Figure 47 – Updated margin 28
Figure 48 – Update Margin button 28
Figure 49 – Updated Margin Curve 29
Figure 50 - Load Prices 30
Figure 51 - Prices loaded against the Individual Tour Date..... 30
Figure 52 - TPG price audit 31
Figure 53 - Example price type set up 32
Figure 54 - Example of Price Type Matrix 32
Figure 55 - Example of Tour Costs screen set up 33
Figure 56 - Example 1: TPG – Tour Modeling 33
Figure 57 - Example 1: TPG – Margin Curve 34
Figure 58 - Example 1: TPG – Results 34
Figure 59 - Example 1: TPG – Calculation Breakdown 35
Figure 60 - Example 1: TPG – Results 36
Figure 61 - Example 2: TPG – Tour Modeling 37
Figure 62 - Example 2: TPG – Margin Curve 37
Figure 63 - Example 2: TPG - Results 38

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1 Document Objective

This manual is designed to introduce the functionality and features of the Tour Price Generator (TPG) within the Advanced Tours section of Travelink.

2 Summary of Document Changes

Date	Changed by	Version	Description of Changes
10/01/08	KC	Version 1	
28/03/08	KC	Version 2	New section added: 5.11 Update Margin
30/09/08	KM	Version 3	New sections added: 5.10.1 Exclude dates from TPG 5.10.2 Apparent Air 5.10.3 Copy prices
08/12/08	JAA	Version 4 (rel 47)	Manual rewrite

3 TPG Overview

This section describes the main functions that constitute the Tour price Generator (TPG). This document assumes at least some working knowledge of the 'tours industry' pricing model and the Travelink product.

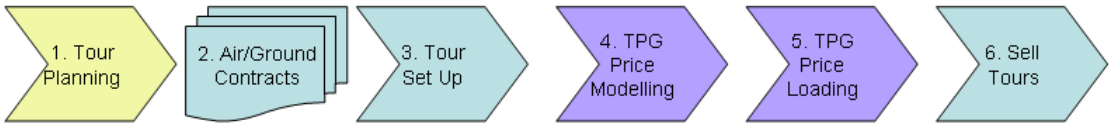

Figure 1 - High-level workflow of Tours modeling:

1. Tour Planning:
Brainstorming and tour dates mapped out for the next season. This is not a Travelink software feature, but is usually performed on paper and Excel.

2. Contracts and allocations:
Flight and ground allocations are loaded into Travelink. See separate user manual

3. Tour Set Up:
Travelink Tours are set up with components, costs, dates and rules. See separate user manual.

4. TPG price modeling:
Passenger predictions and margin curves are loaded and tweaked for modeling. **This is the TPG functionality featured in this user manual.**

5. TPG price loading:
Finalized prices are loaded onto the tours. **This is the TPG functionality featured in this user manual.**

6. Sell tours;
Everything is ready for multi channel selling.

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The above process is a typical route to market for many tour operators. It is common for tour operators to use disparate systems or even Excel to manage the costing and price modeling, after which the reservations system is often manually loaded.

The key aim of the TPG is to drive accuracy and efficiency through loading and modeling in one system. Travelink allows contracts and costs to be loaded and then used for selling purposes; the TPG functionality provides an area of price modeling.

Note:
The TPG UI recommended screen resolution is 1152 x 864.

4 Dependencies

The TPG relies on accurate data to be loaded into Travelink in the first instance. This accurate basic data is setup via the Advanced Tours interface allowing input of Tour Prices and Costs.

4.1 Tours Setup UI (separate user manual)

The Travelink user interface for the loading and management of data for Tours (the 'Advanced Tours' UI) is a clear, simple to use and intuitive UI with abundant functionality. There is a separate user manual for the Advanced Tours UI and this should be consulted for understanding the use of it and the full extent of the functionality it provides.

4.2 Tour Prices (separate user manual)

This feature is a separate development but it is important to understand it before understanding the TPG. Sufficient detail for process understanding is included as follows.

Travelink has previously held tour prices for just 4 price types; Adult (Ad), Child (Ch), Flight Inclusive (FI) and Land Only (LO). In conjunction with the need for more sophisticated pricing functions on tours and the new Tour Price Generator (TPG) the following functions have been developed:

1. LO and FI prices set up function, was enhanced so that tour components (accomm, extras etc) are each flagged as either LO or FI.
2. A feature in 'Tour Prices' allows user defined price types to be set up (e.g. single, twin, luxury etc).
   These price types also need to be attributed to tour components. Each tour component needs to have a price type and it needs to be mandatory, default, optional or hidden. Each component can have more than one price type in this way. so for example, if a tour has a luxury room component, the price type 'luxury' could be default but the price type 'twin' could be optional, but no single price type would be attached to it. When 'hidden' it means the component is not available to that price type. See Figure 4 - Example price type matrix – completed.

   Each price type needs to have an occupancy attributed to it e.g. single = 1, twin = 2, luxury = 2 etc. This will be used when price modeling in the TPG.
   One of the price types must be flagged as base. This is used in the tour search results screen.
   The price types are tour master specific, they will populate each individual tour when loaded or modified.

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3. **Set-up LO/FI Prices** and **Set up Child prices** switches are selectable. Selecting these price types will populate the prices grid. If none are selected then there will be just one price type called 'Adult Standard'. A new business rule allows a default for LO/FI and Child Prices in each new tour.

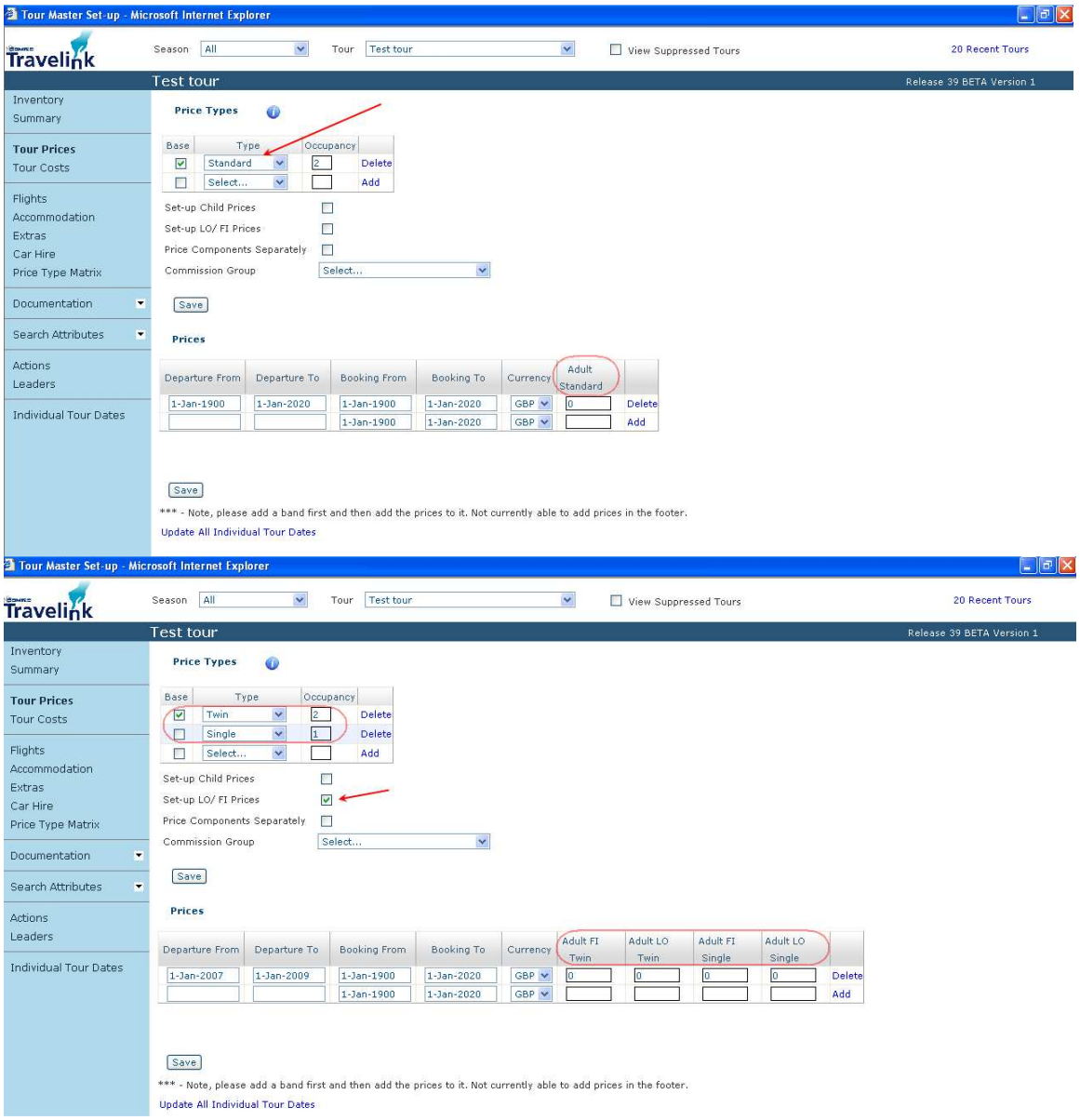

Figure 2 - Tour Prices Examples

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Figure 3 - Example price type matrix

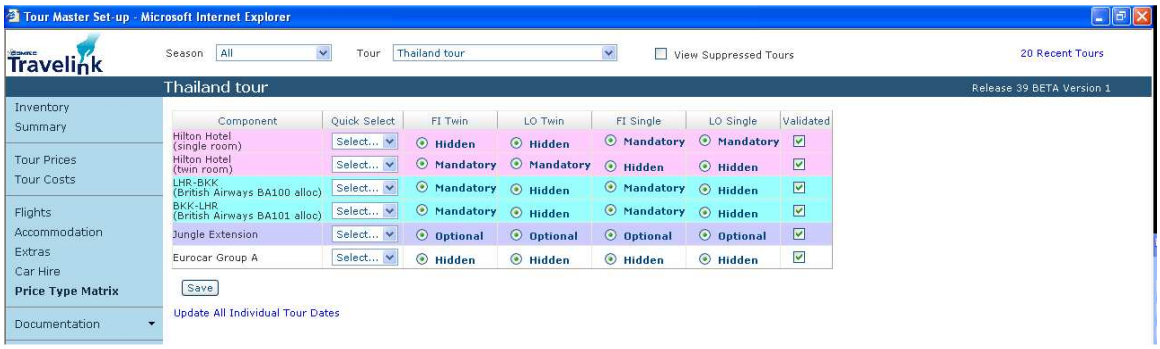

Figure 4 - Example price type matrix – completed

4.3 Tour Costs (separate user manual)

Costs can be set up in two ways:

1. In the component which is attached to the tour, e.g. the hotel contract.
2. As a tour cost.

Component costs can be configured according to the contract terms. This rich area of functionality has evolved to satisfy the most demanding of FIT operators in the UK.

Tour costs in Travelink can be configured to be per person or per tour and can also be aligned to quantities of passengers booked on the tour (passenger ranges). This is used during the booking process to select correct costs and update previous bookings as more bookings are made. The Tour Sales Analysis Report (TSAR) accurately reports margins on this basis. Additional data is required on each cost line which will be used by the TPG when price modeling.
The following high level details relate to Tour Costs. The full user manual is separate, but these specific items relate to the TPG calculation and are thus detailed in this document. See Figure 5 - Example Tour Costs.

A field for the selection of LO/FI.
A field must be populated with LO or FI. If a cost is LO it will always apply to both LO and FI. If it is FI it will only apply to FI. Each cost line defaults to LO. The concept is that an FI booking will take both the land and flight elements, whereas the LO booking just

takes the Land elements. This cost validation will work for both booking costs and the Tour Price Generator.

A field to select All Pax, Adult or Child (when per person = true).
If per tour cost flag is selected this field is greyed out. If per person flag is selected then this field must default to 'All Pax'. It may be changed to Adult or Child. The booking cost function and the TPG need to use the correct cost relevant to adults, children or all pax.

A field for pricing type.
The user defined pricing type is also a field on each cost line. The field is set to 'all' by default, but it will contain the list of pricing types as set up in Tour Prices against the tour master (e.g. single, twin etc). So that if a cost relates to a specific price type, then it should only be applied to bookings and TPG calculation for that price type.

Day of week column (1234567).
This is validated when calculating bookings costs and the TPG. For example, if a cost only occurs on a Tuesday, then this cost will only apply if the tour duration includes Tuesday.

Quantity / duration
This is a field in the cost line that allows the user to enter quantity (or number of days). Next to the QTY, there is a 'Unit Amount' field for the value of the one quantity and and also an 'Estimated Amount' and 'Actual Amount' fields that show the total for the cost line.
This could be per person or per tour. The 'Actual Amount' field will be the value used in TPG and booking process.

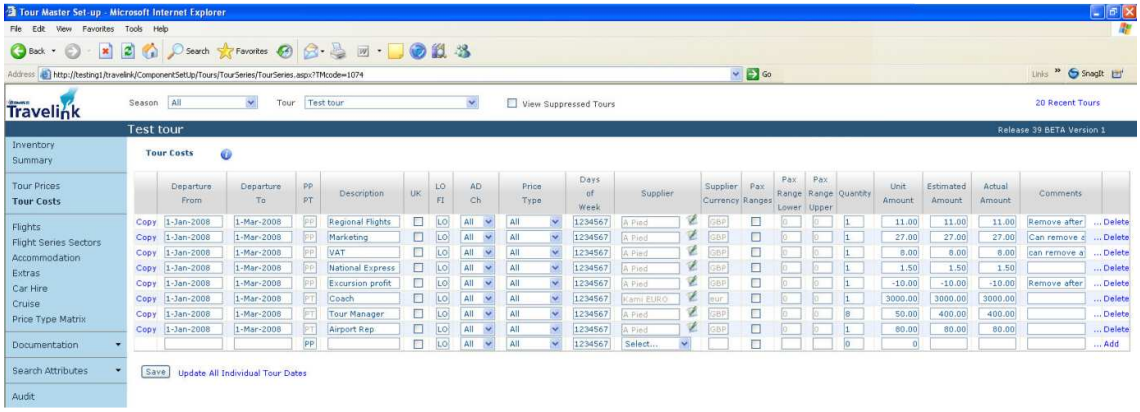

Figure 5 - Example Tour Costs

For information on how these costs are used, please see Section 5.10 Results.

5 The Tour Price Generator

5.1 Business rule

To switch in the TPG, in Business Rules, under the **'Tours'** tab, the switch for **Advanced Tours** must be activated.

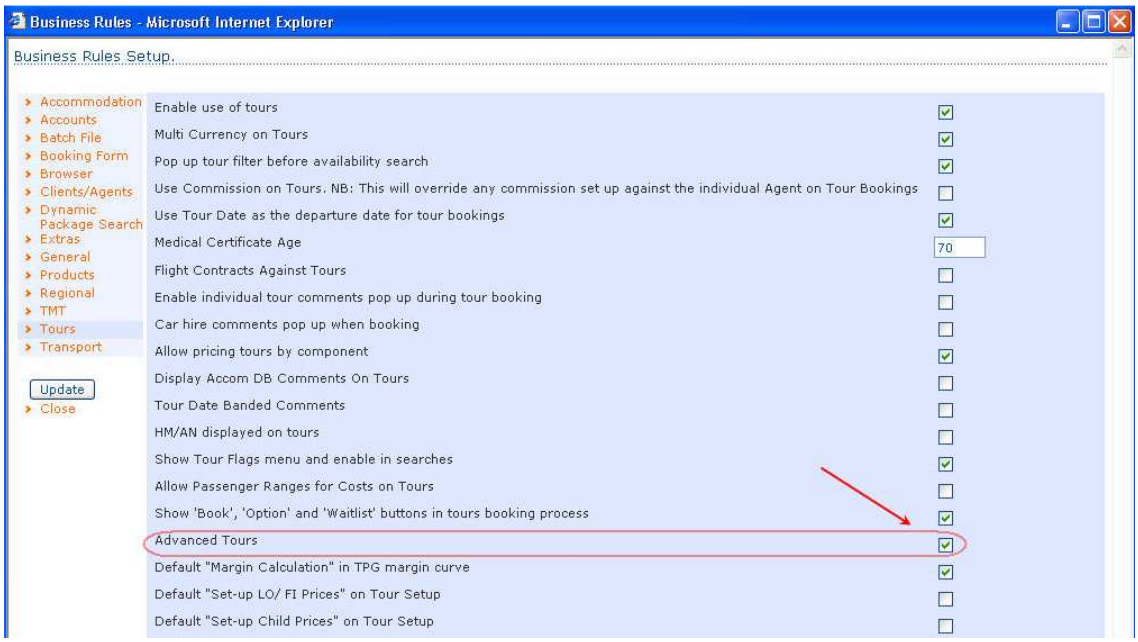

Figure 6 - Advanced Tours Business rule

A link to the TPG screen will appear in the general Travelink Set-up under the **Commercial** column.

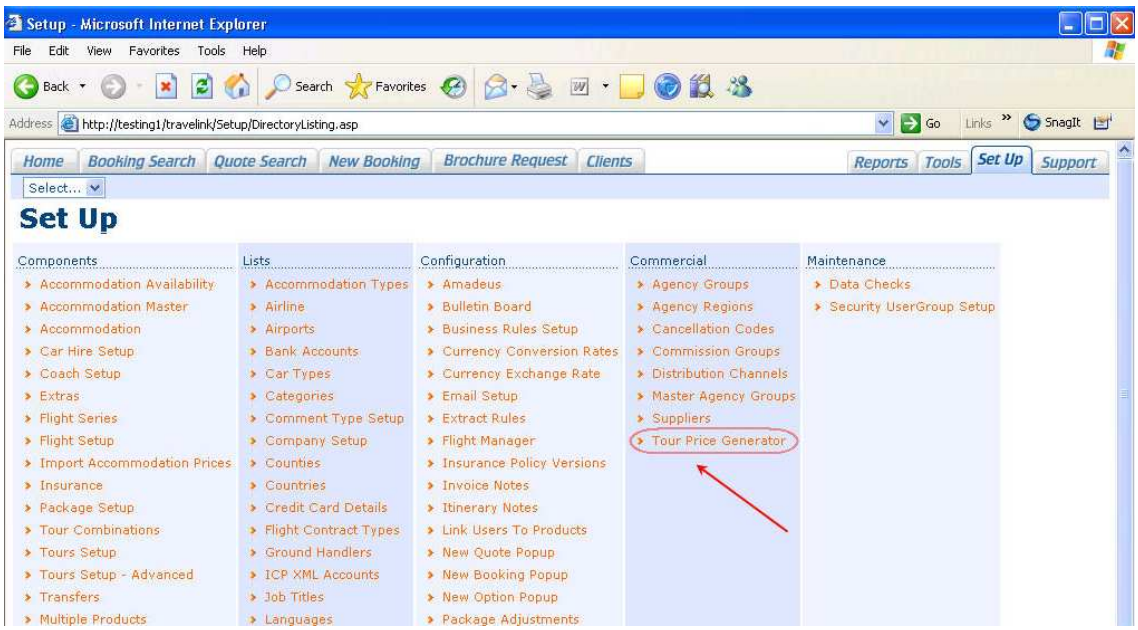

Figure 7 - TPG in Travelink Setup

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5.2 User Security Switches

There are two user security switches related to the TPG.

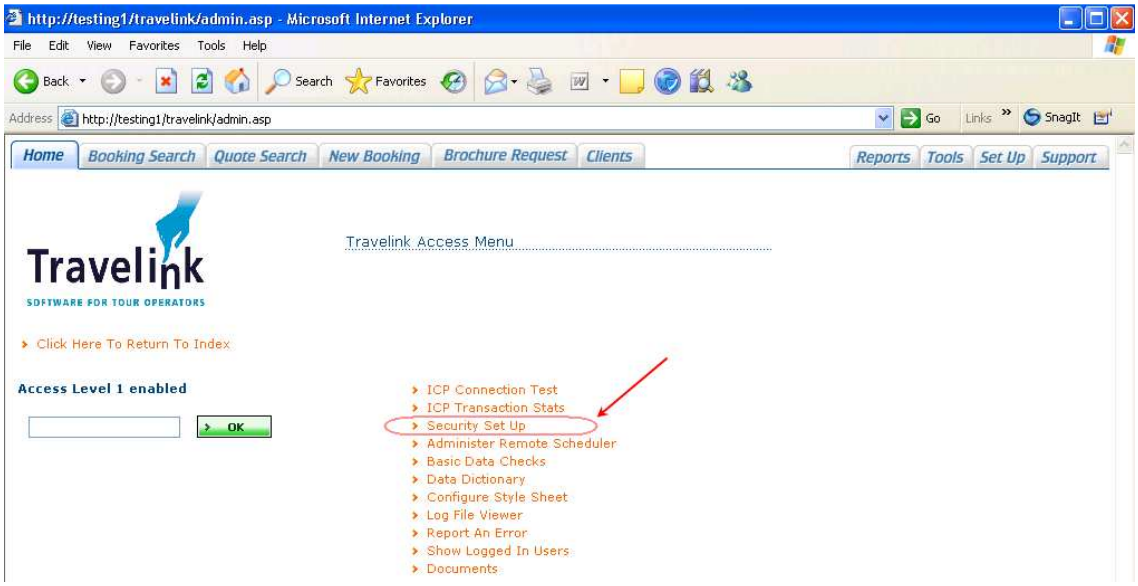

Figure 8 - Link to Security Set Up

- Tour Price Generator – Setup

Only users with sufficient security level will be able to access the TPG link under Travelink Set Up.

- Tour Price Generator – Load Prices

The **'Load Prices'** button will be disabled for users with insufficient security.

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Home | Booking Search | Quote Search | New Booking | Brochure Request | Clients | Reports | Tools | Set Up | Support

Select...

- Goto Users Section
- Goto Groups Section

Page	Security Level	Page	Security Level
Admin Hold	L4 - Accounts	Booking Search	Level 5
Client Search	Level 5	Make Booking	Level 5
View Booking	Level 5	Edit Costs in Booking Form	Level 5
View Costs in Booking Form		Edit Prices in Booking Form	Level 5
View Prices in Booking Form		View Bonding in Booking Form	L1 - Hidden
Change Client on Confirmed Bookings	L10 - Product	Remove Flight from Booking	L10 - Product
Client View	Level 5	Client Add	Level 5
Client Update	Level 15	Agent View	
Agent Add	L4 - Accounts	Agent Update	Level 3
Option Expiry	L20 - Guests	Waitlist	
Crystal		Actions	L20 - Guests
Batch File	L10 - Product	Reports	L10 - Product
Marketing	Level 5	SetUp	L4 - Accounts
Suppliers SetUp	L4 - Accounts	Display Grids	L20 - Guests
Change Flight Contract Allocations	L4 - Accounts	Change Flight Contract Details	L4 - Accounts
Run magic wand on flights	L4 - Accounts	Update Flight Details	L4 - Accounts
Edit Costings in Quote	Level 5	View Costings in Quote	
Hide costs and margins in costing screen in quote		View Accounts	L10 - Product
Modify Availability	Level 5	Add New Comment Type	L2 - Admin
Delete Comment	L4 - Accounts	Amend Comment	Level 5
Batch Modify accommodation availability	Level 5	Sales By Source Report	Level 5
Change flight Schedules	L10 - Product	Change Booking Pricing Type	L1 - Hidden
Override Change Over Day	Level 5	View CSC In NonTransacted Report	Level 5
Amend Manual Entry history items	Level 5	Allow Document Delete	L1 - Hidden
Sales Analysis Report	Level 5	Business Rules	L1 - Hidden
Security Users	L1 - Hidden	Amendments Report	Level 5
Car Hire Manifest	L10 - Product	Flight Manifest	L10 - Product
Extras Manifest	L10 - Product	On Request Report	L10 - Product
Resort Report	L10 - Product	Rooming List 1	L10 - Product
Rooming List 2	L10 - Product	Supplier Report	L10 - Product
Transfer Manifest	L10 - Product	Tours Manifest	L10 - Product
Extras By Supplier And Date	L10 - Product	Accommodation Bookings Report	L10 - Product
Accommodation Bookings Report (by Resort)	L10 - Product	Daily Bookings Report	Level 5
Flight Analysis	L10 - Product	Extras Revenue Report	L4 - Accounts
Component Cost Analysis	L4 - Accounts	Component Sales Analysis	Level 5
Chalet Sales Analysis	L4 - Accounts	Accommodation Analysis Report	L10 - Product
Agent Sales Analysis	Level 5	Booking Sales Report	L10 - Product
Tour Sales Analysis	L10 - Product	PNR Release	Level 5
Mail Status Changed	L10 - Product	Agents Exception	L10 - Product
Deleted Flight Contracts Report	L10 - Product	Travelink Generic Errors	L10 - Product
Agents With No credit limit	L10 - Product	Extras Use	L10 - Product
Fares Period Summary	L10 - Product	Accommodation Setup Report	L10 - Product
Accommodation Control Report	L10 - Product	Fares Setup Report	L10 - Product
Fluid Accommodation Price Adjustments	Level 5	Resorts To Airports Report	L10 - Product
Resorts To Countries Report	L10 - Product	Tour Setup Extract	L10 - Product
Consortium Incentives Report	L10 - Product	Quote Reports Menu	L10 - Product
Quote Conversion Report	L10 - Product	Selective Comment	Level 9
Voucher Dispatch	L10 - Product	Payment Details	L10 - Product
Travelink Tools		E-mail Audit Trail	Level 5
View Setup in Quote	L4 - Accounts	Change Booked By	L4 - Accounts
Linx Report	L1 - Hidden	Sabre Flight Manifest	L10 - Product
Misc Flight	L1 - Hidden	Misc Accommodation	L4 - Accounts
Misc Transfer	L4 - Accounts	Misc Extra	L4 - Accounts
Misc Extra Type	L4 - Accounts	Misc Car Hire	L4 - Accounts
Misc Another	L1 - Hidden	Alt Room Names	L1 - Hidden
Dynamic Package Search	Level 5	Cancel Receipt	L1 - Hidden
Edit Credit Card Surcharge field	L1 - Hidden	Manually Change Booking Product	L4 - Accounts
Remove All Booking Components		Accommodation Manual Load Screen	
Link Users To Products		Link Clients/Agents To Products	
Generic Comment Checkbox Security		Change Agency Group	
Commission Update Report		Edit Receipt	
Tours Setup		Coach Setup	Level 3
Tour Price Generator - Setup	L1 - Hidden	Tour Price Generator - Load Prices	L1 - Hidden
Edit Booking Flight Confirmation Number	L4 - Accounts	Override Amend Deposit	Level 5

UPDATE

Figure 9 - Security Set Up

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When the screen is first opened, the user will be presented with the following options:

5.3 Tour Master Search

It is possible to search for a tour master by **Season** and **Tour Name**. Search fields are in the form of drop down menus. Selecting a **Season** will narrow down the list of tours.

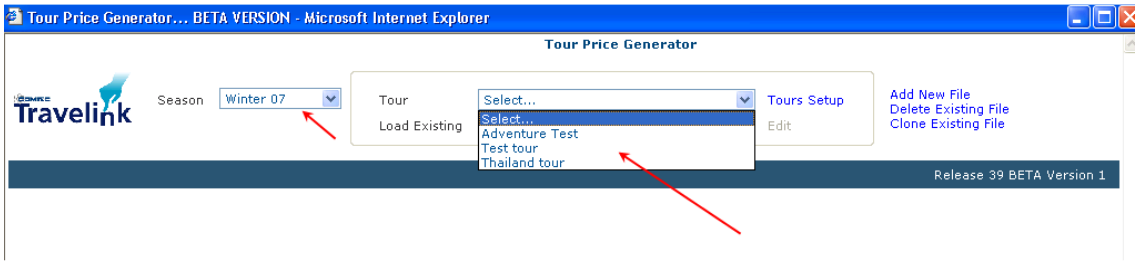

Figure 10 - Tour Master Search

5.4 Add New File

The **'Add New File'** link allows the user to create a new TPG file for the selected Tour. Click on this link and a new field will become available. Type the file name into it and click **'Save'**.

Figure 11 - Add New File

5.5 Load Existing File

Any files that were previously saved will appear in the **Load Existing** dropdown.

Figure 12 - Load Existing File

When the **Tour Master** and the **File** is selected, the Tour name and the file name will then be clearly displayed on the screen so that it is obvious which tour is being price modeled.

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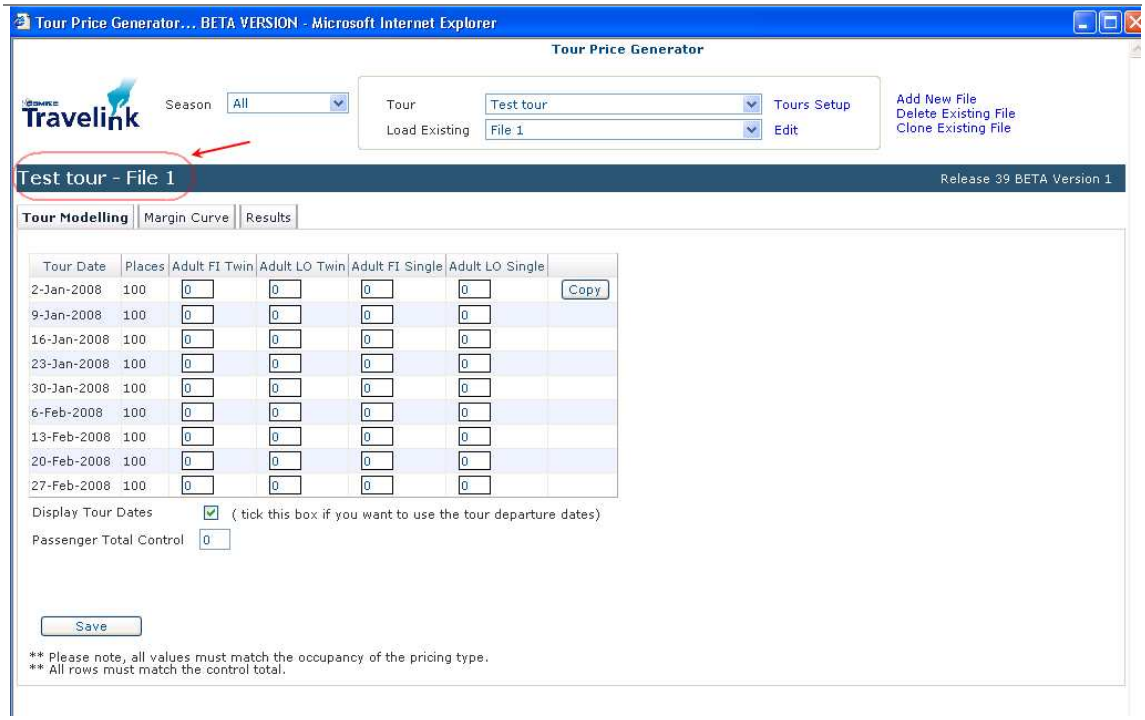

Figure 13 - Tour name and File name

5.6 Delete Existing File

This link allows the user to delete a selected file.

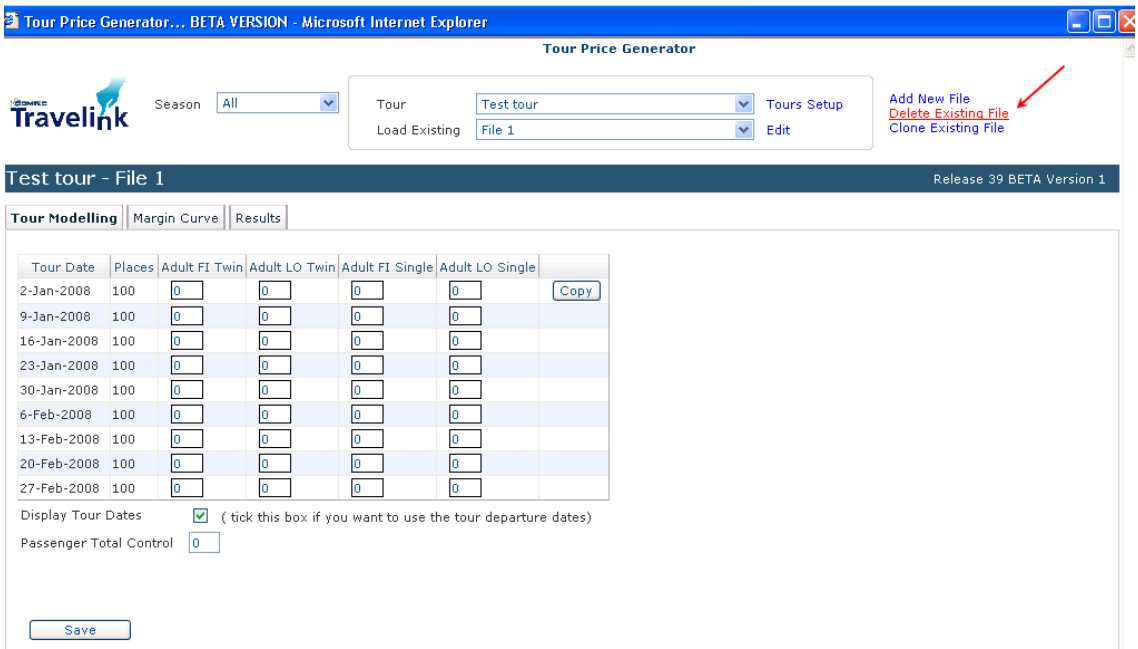

Figure 14 - Delete Existing File

Clicking on the **'Delete Existing File'** link will display a warning check:

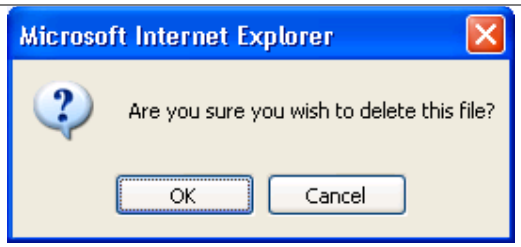

Figure 15 - Delete Existing file warning message

Note:
It will not be possible to delete the existing file if the 'Load Prices' program was already run for this file. See Section 5.12 Load Prices.

5.7 Clone Existing File

This link will allow a user to clone details from the selected file into a new file. At first, it will also show a warning "Are you sure you wish to clone this file?" If the user clicks **'OK'**, all data stored in 'Tour Modelling' and 'Margin Curve' will get copied into the new cloned record and the new cloned file will be displayed. The user can then make any necessary amendments and then re-run the TPG. (It will not clone any details in the 'Results'.)

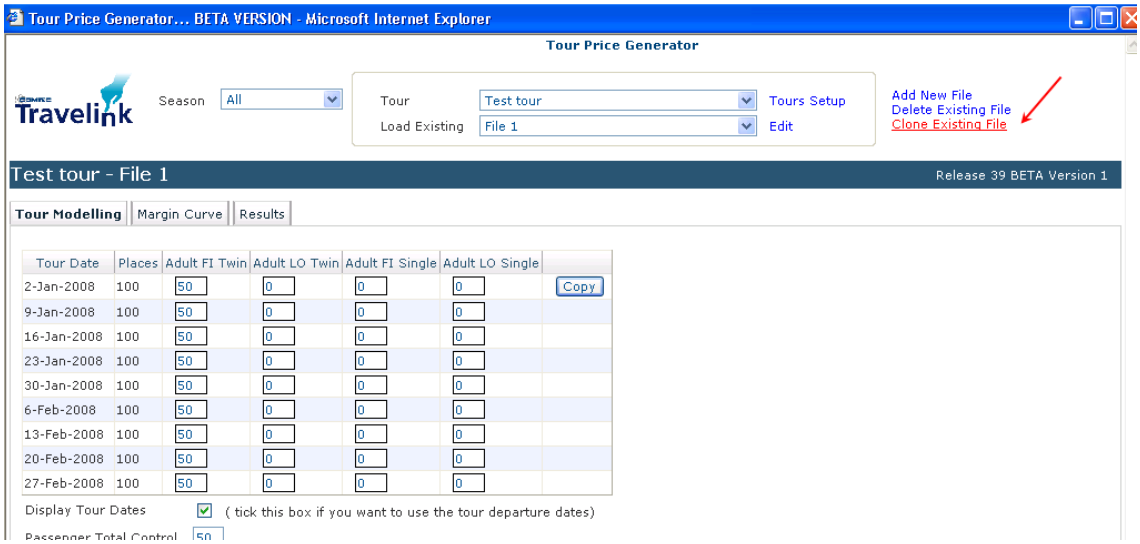

Figure 16 - Clone Existing File

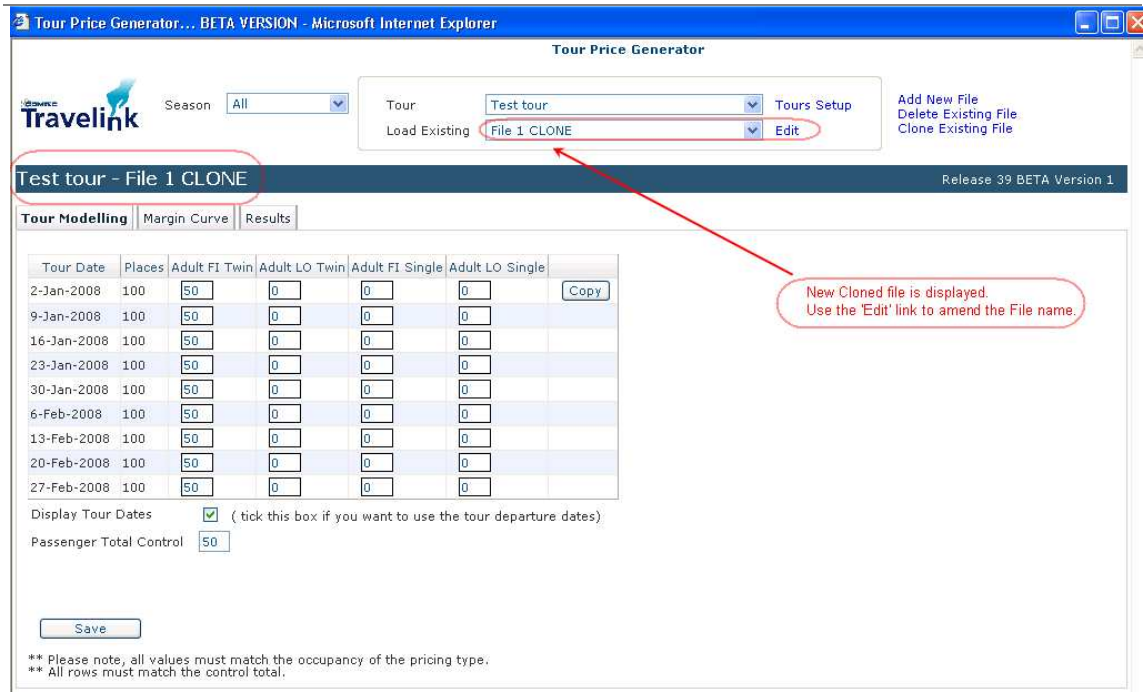

Figure 17 - Clone Existing File – Edit the File name

The TPG screen contains the following main sections, separated into 3 tabs:

- Tour Modelling
- Margin Curve
- Results

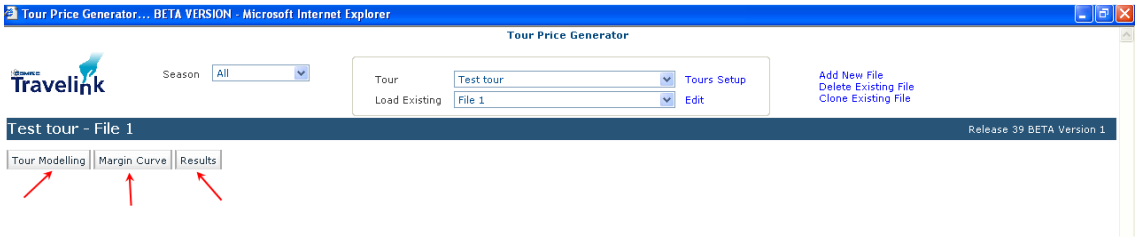

Figure 18 - TPG tabs

5.8 Tour Modelling

The modelling section is setup in a grid style. All price types that have been set up in Tour Setup will be displayed in the tour modeling section as column headers.

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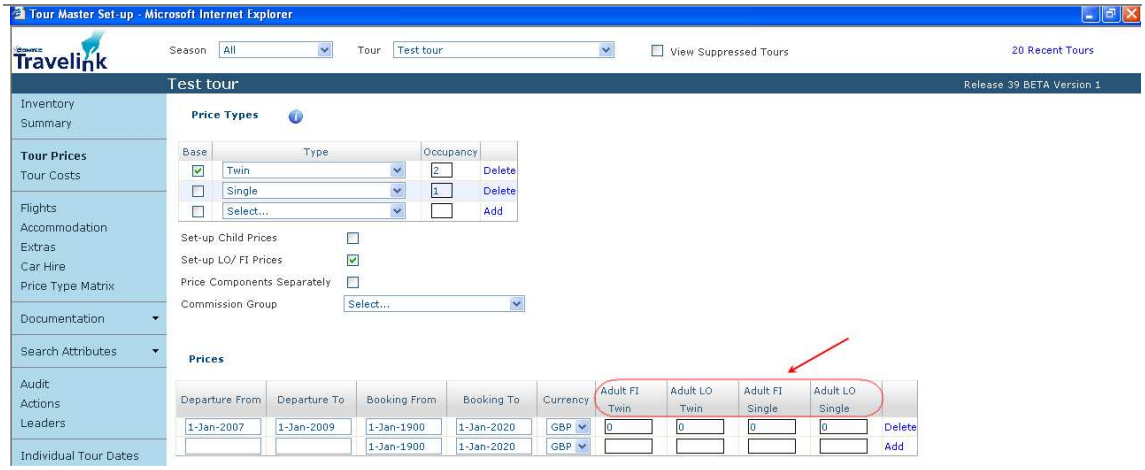

Figure 19 - Price types in Tour Setup

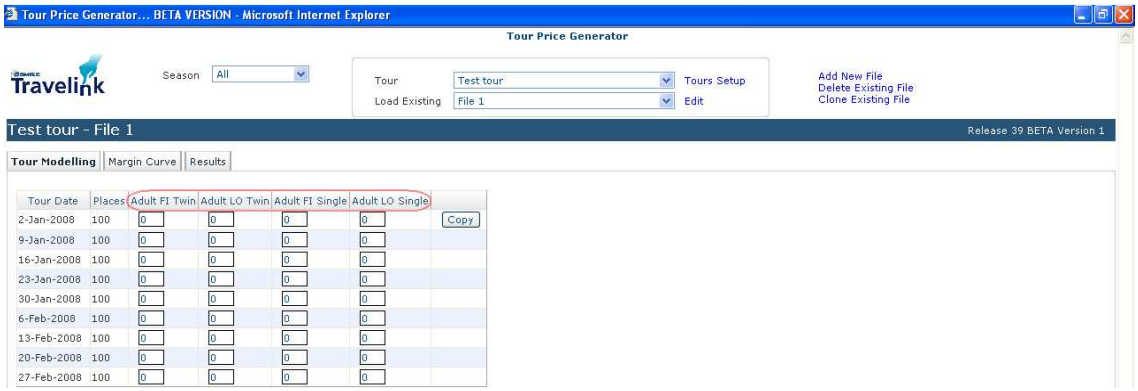

Figure 20 - Price types in Tour Modeling

The left axis of the Tour Modelling grid shows either **Individual Tour Dates** or **Date bands (From and To)**.
When the Tour Modelling screen is first loaded, the default is to display all individual tour dates for the selected Tour Master record. This default is controlled via the **Display Tour Dates** tick box. See Figure 21 - Display Individual Tour Dates in Tour Modelling.
When the **Display Tour Dates** tick box is switched in (showing individual tour dates), as each date is a tour date, it cannot be removed or edited.

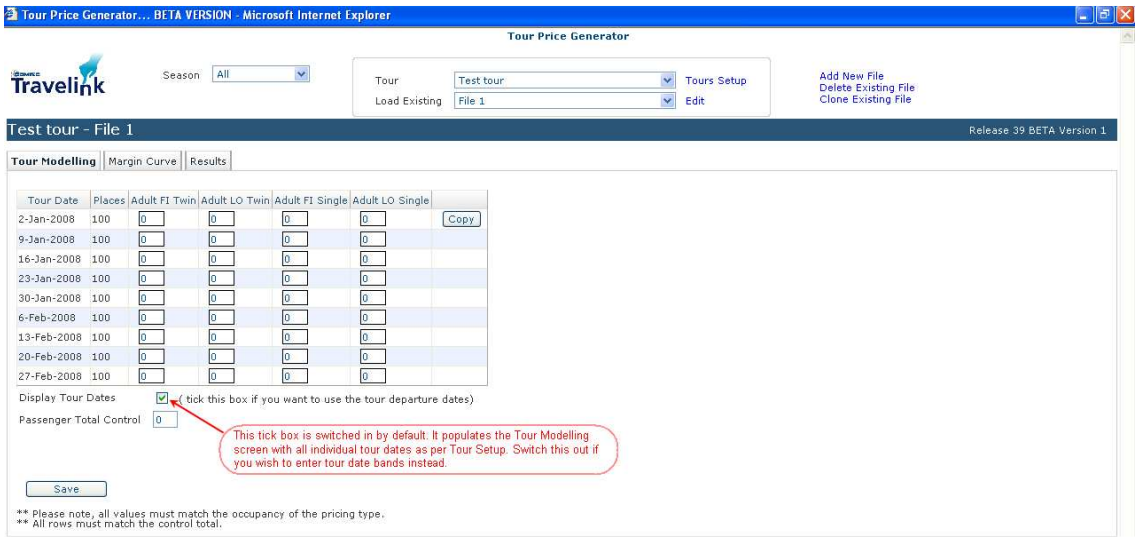

Figure 21 - Display Individual Tour Dates in Tour Modelling

When the **Display Tour Dates** tick box is switched out, date bands can be manually entered. When date bands are used, rows are editable and the user is able to add and remove rows.

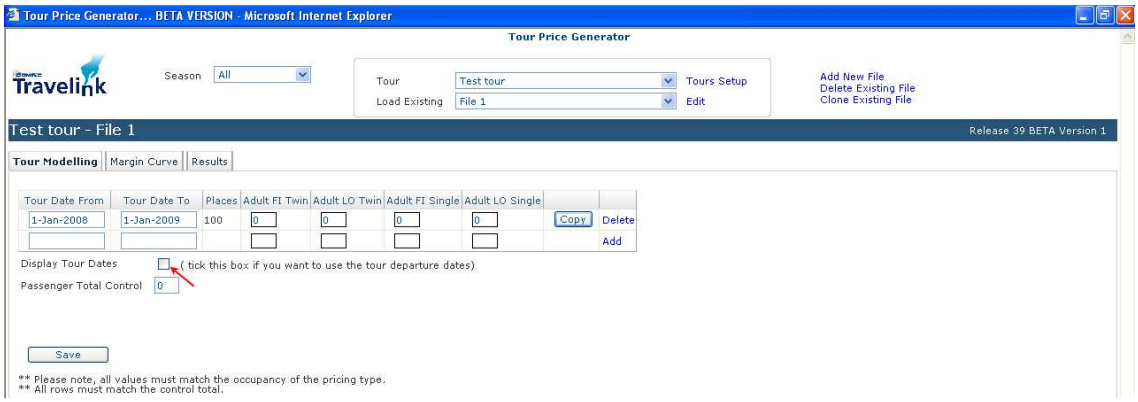

Figure 22 - Use Date Bands in Tour Modeling

Under each of the price type results is a blank field large enough to take 2 digits. This is repeated for each date band. These empty fields are used to enter expected passenger uptake numbers on the tour.
E.g. if there are 100 places on the tour, it is expected that 30 passengers will be 'Adult FI Twin', 10 passengers will be 'Adult LO Twin', 1 passenger will be 'FI Adult FI Single' and so on.

Populate the first row of these fields, and then use the **'Copy'** button to copy the values down to all other rows.

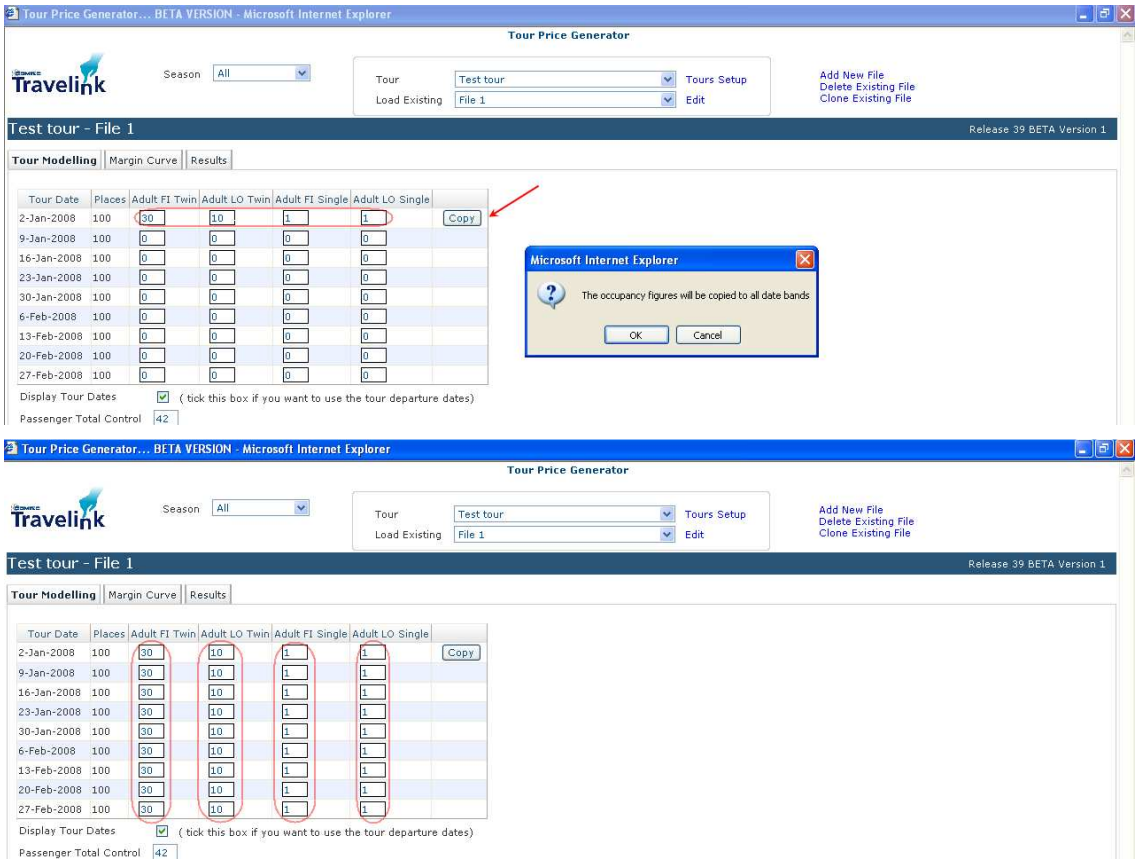

Figure 23 – 'Copy' button in Tour Modeling

Data validation operates on these fields. Numbers entered need to match against occupancy set up.
E.g. If a 'twin' price type has been assigned an occupancy of 2, then only multiples of 2 may be entered in that field. Where occupancy = 1 then any number, if occupancy = 3 then only multiples of 3 and so on. If validation rejects a number then the system will display a message stating the occupancy amount and numbers allowed.

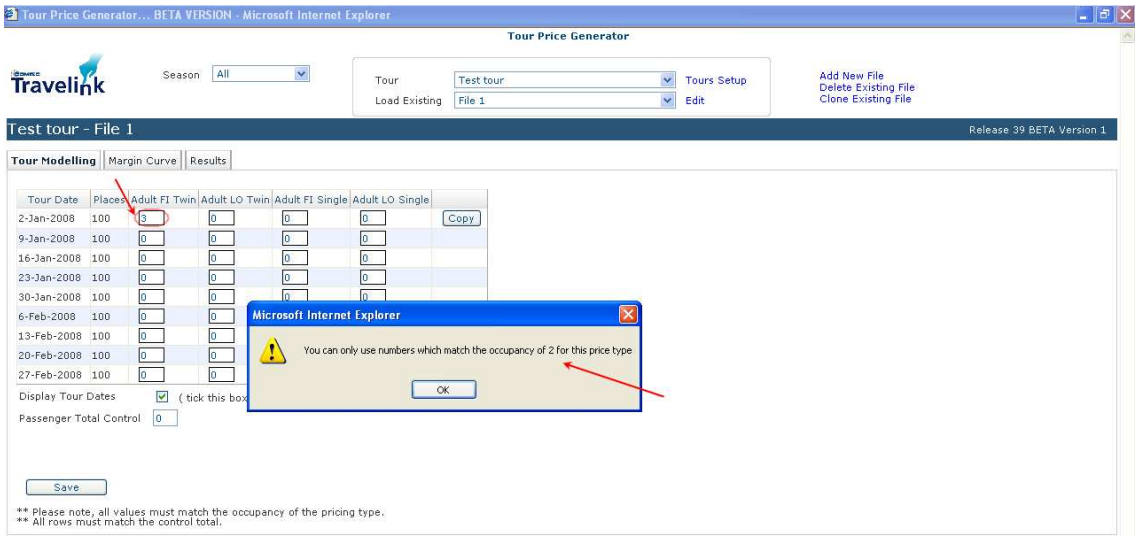

Figure 24 - Occupancy validation message

There is also a **Passenger Total Control** feature on this screen which will ensure that the total number of passengers required for modeling is correct on each departure date (see Figure 25 - Passenger Total Control).

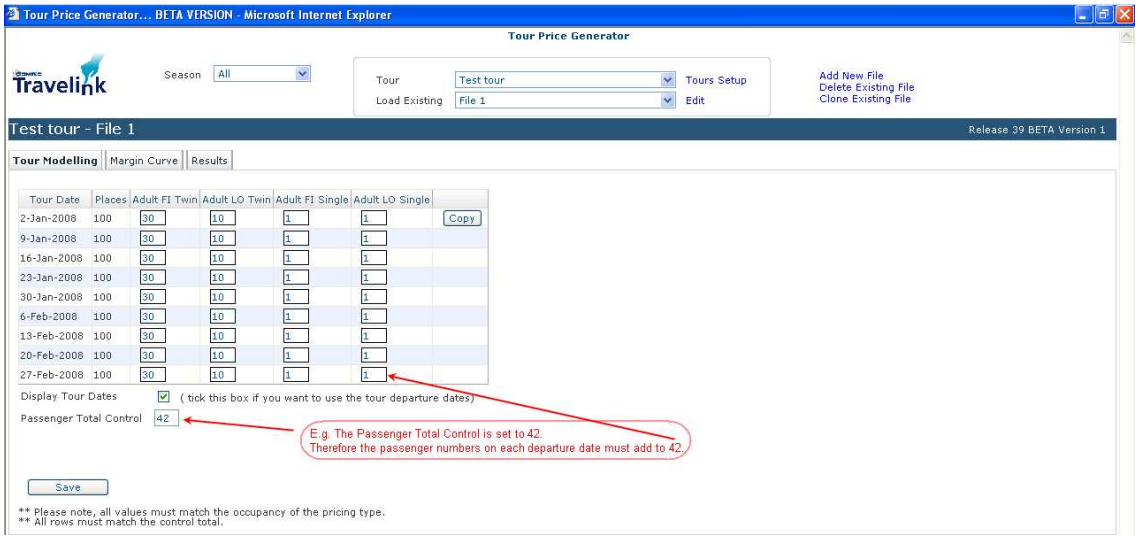

Figure 25 - Passenger Total Control

If the passenger total numbers do not add up to the number entered in **Passenger Total Control** the system will display the following message:

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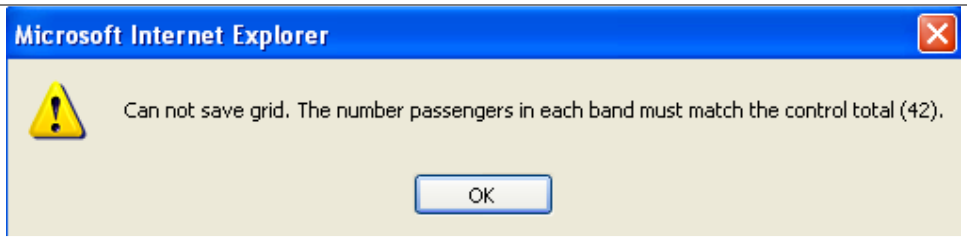

Figure 26 - Passenger Total Control Warning message

5.9 Margin Curve

The **Margin Curve** section gives the ability to apply seasonal mark ups (or margins) to the costs. The user will need to work through the screen from top to bottom and hit **'Save'** at the end.

5.9.1 Departure Dates

The user can either enter the departure date bands in manually or pull the Departure Dates automatically from the Tour Modeling section by using the **'Get Dates'** button.

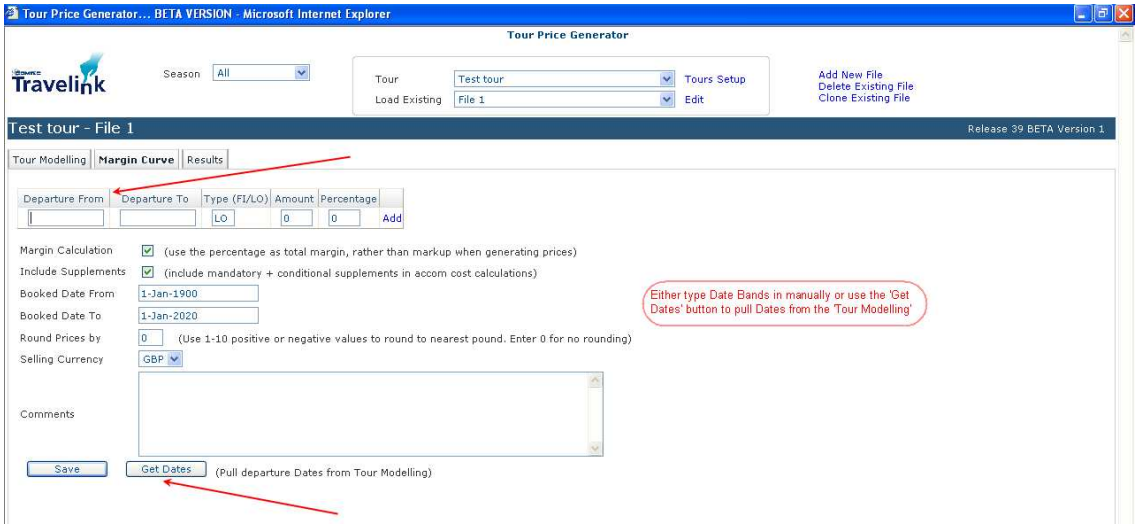

Figure 27 - Departure Dates in Margin Curve

Each date (band) will need to be listed twice, once for LO and once for FI. Each date (band) also allows the user to enter **Amount** and **Percentage**.

5.9.2 Mark-up or Margin Calculations

The figure entered under the **Percentage** field will be the 'mark up' calculation, unless the user ticks the **Margin Calculation** tick box underneath the grid.
If the **Margin Calculation** tick box is switched in, the **Percentage** field will use 'margin' percentage calculation (instead of 'markup').

5.9.3 Include Supplements

When this is ticked, the system will also include mandatory and conditional supplements in the accommodation cost calculation.

5.9.4 Booked Dates (From – To)

This field defaults to 1/1/1900 – 1/1/2020. The user can amend the booked dates and separate TPG files can be created for different booking periods.

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5.9.5 Round Prices By

The Round Prices by field allows the user to enter figures between 1 – 10. (Positive or Negative). Enter zero for no rounding.

E.g.: If Round prices by is set up to 9; and TPG calculates the price to be £503.84, the final price will show as £509.00

5.9.6 Selling Currency

The default selling currency which will be used by the TPG when creating selling prices will be the system base currency as set in Business Rules. This is in the Accounts section and is called 'Default currency for prices' (this will be Sterling for most UK operators but will be other currencies for non UK Tour operators).

5.9.7 Comments

A free type comments field allows text to be typed and saved (up to a 10000 character limit).

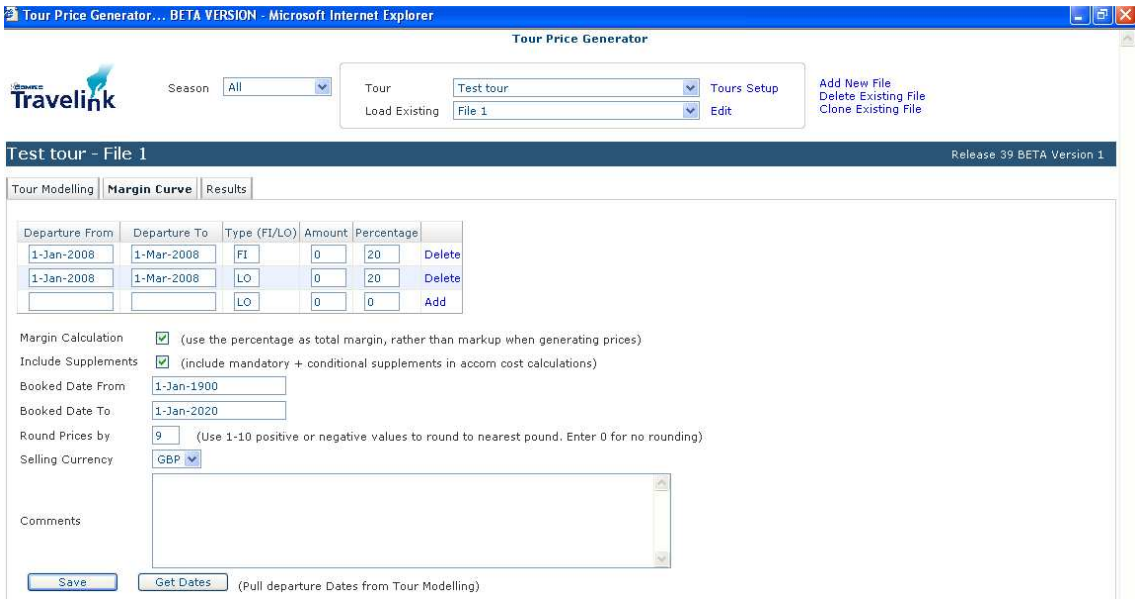

Figure 28 - Margin Curve screen – completed.

5.10 Results

It is now be possible to run the calculation to generate prices. The **'Run TPG'** button will calculate costs based on the Tour Modeling and produce a display of results for each individual tour departure date. This function will be used to run a calculation which marks up costs into prices.

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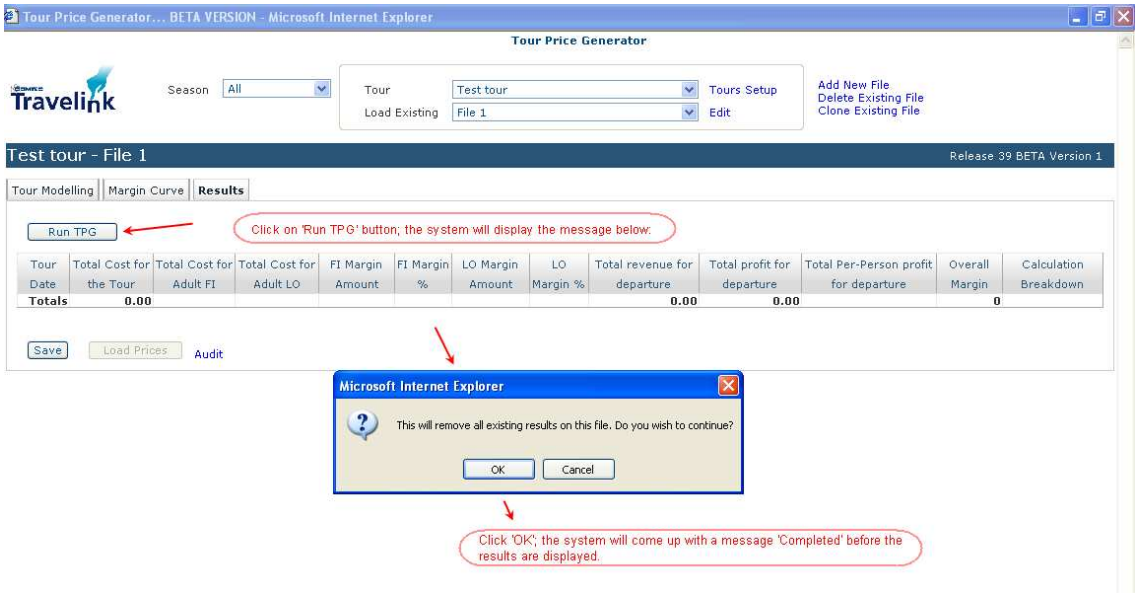

Figure 29 - Run TPG

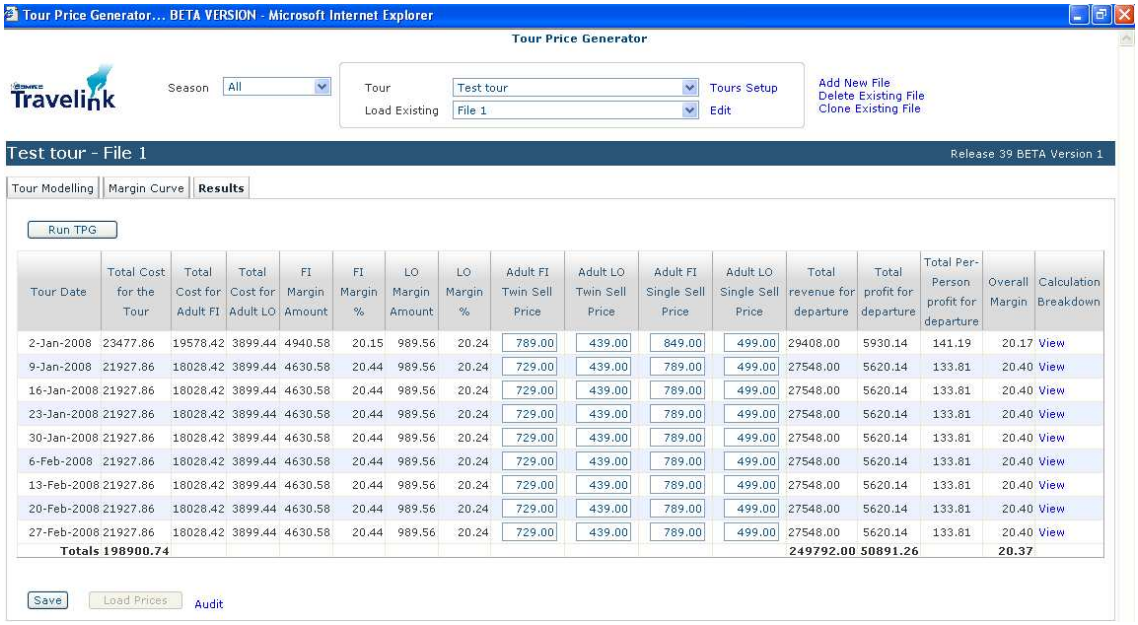

Figure 30 - TPG Results

The calculation principle is - Using the pax uptake values in the 'Tour Modelling' section, work out:

- Component costs

Component costs will be calculated as per components data set up. This is only relevant to components flagged in the Price Type Matrix as tour 'Mandatory' and tour 'Default' components. Any 'Optional' or 'Hidden' components will not be included.
Where a price type has an occupancy attributed to it, the component cost will be based on that occupancy for that price type. E.g. If price type 'twin' has occupancy = 2, then cost will be 2 adults in that room. Mixing adults and children in rooms is out of scope of this functionality.
This occupancy factor is relevant for accomm and car hire, but not for flights and extras.
The local currency costs will be converted to base currency using the exchange rate table, so that base currency costs for each component are calculated.

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- Tour costs

1. Per Person Tour Costs

Simple per person costs will be calculated.
Also the passenger range function (if set up) will calculate the per person cost based on the uptake predicted in the modeling section.
Adult and child values will also be respected (where set up).
The local currency costs will be converted to base currency using the exchange rate table, so that base currency costs for each cost are calculated.

2. Per Tour Costs

Simple per tour costs will be calculated.
Also the passenger range function (if set up) will calculate the per tour cost based on the uptake predicted in the modeling section.
For the purpose of modeling, each per tour cost will be equally divided between the predicted passengers for display in the results section.
The local currency costs will be converted to base currency using the exchange rate table, so that base currency costs for each cost are calculated.

- Mark ups

Once the costs have been calculated the Margin Curve will apply the mark up to the individual tours. A different mark up may exist for LO and FI and date bands.

The **'Calculation Breakdown – View'** link will show a summary and also detailed breakdown of all costs and calculations of how exactly prices are arrived at.

The **Amount** and **Percentage** fields (under **Margin Curve** screen) can be either or both populated and will thus give a calculation of:
add base currency amount (if not populated then adds zero)
then apply a mark up (or margin) percentage.

Prices for all price types set up for that tour will then be generated.

Using the rounding field (when positive) the tour prices will round up. E.g. if a 9 is in the rounding field, then a tour price of 2341.64 will round up to 2349.00
Using the rounding field (when negative) the tour prices will round down. E.g. if a -9 is in the rounding field, then a tour price of 2341.64 will round down to 2339.00

Where the component and tour cost are attributed to Adult, Child, FI or LO, then the calculation needs to use the correct data.
E.g. If a per person tour cost is set to 'FI' and 'All Pax' then the TPG will use that cost for both Adult and Child prices for the FI price type only.
The same applies for the 'price type' which is attributed to each cost and component.

The results section will be shown in a grid. Individual tour departure dates will run down the left axis, the column headers will show the following data in the following order (left to right):

Note:
All values in the results screen will show in the system base currency (GBP in this example).

Where one 'Standard' price type is used:

Total Cost for the Tour = *(all component + tour costs * modeling value)*
Total Costs for Adult = *(all adult component + adult tour costs * all adult value)*
Margin Amount = *(Total revenue for departure – Total Cost for the Tour)*

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Margin % = *(Margin Amount / Total Revenue * 100)*
Adult Standard Price *(Editable)*
Total revenue for departure = *(Total Cost for the Tour plus Mark up (or Margin))*
Total profit for departure = *(Total revenue for dept – Total Cost for the tour)*
Total per-person profit for departure = *(Total profit for dept / modeling value)*
Overall Margin = *(Total profit for departure / Total revenue for dept * 100)*

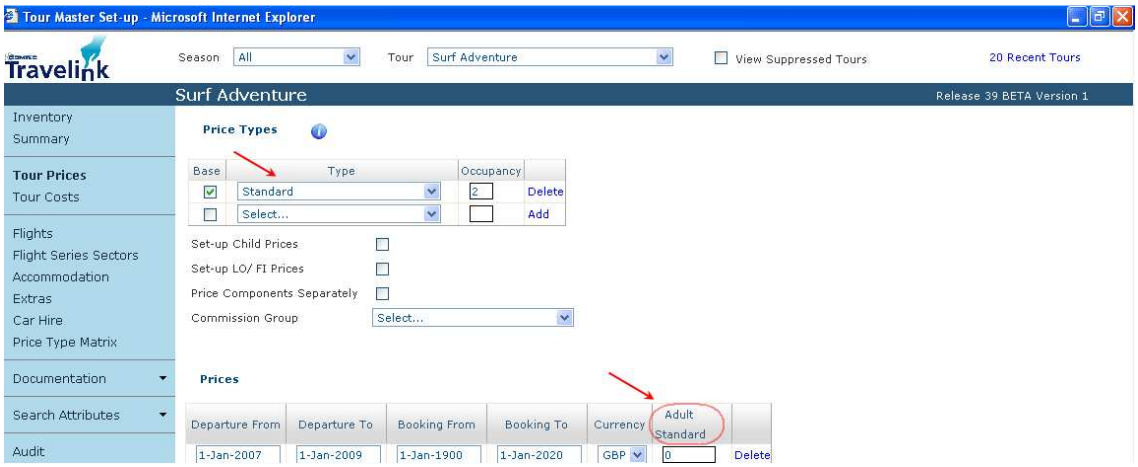
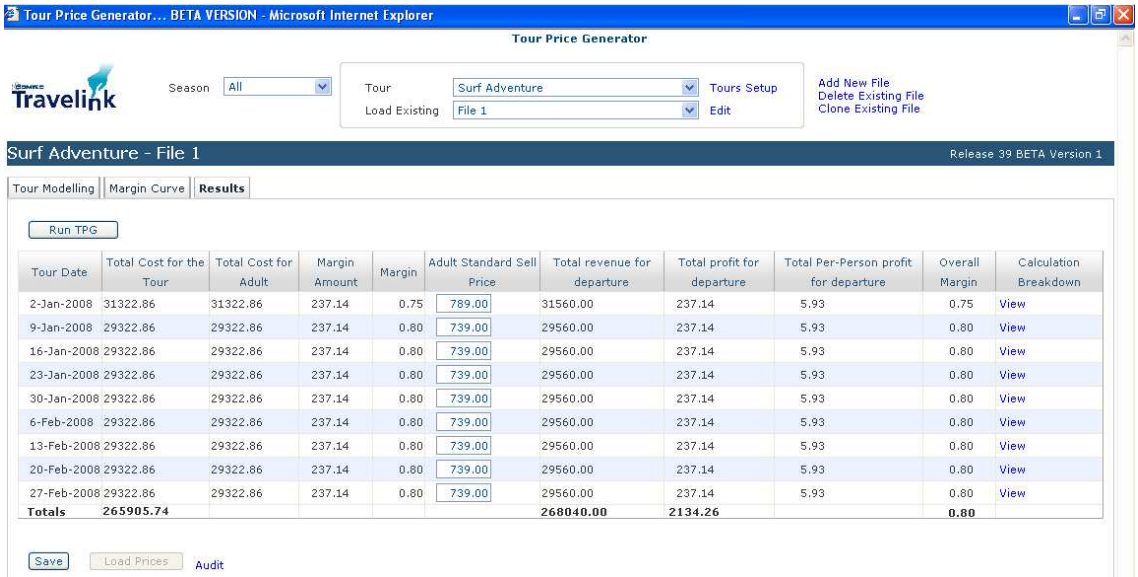


Figure 31 - Standard price types in Tours Set Up



Tour Date	Total Cost for the Tour	Total Cost for Adult	Margin Amount	Margin	Adult Standard Sell Price	Total revenue for departure	Total profit for departure	Total Per-Person profit for departure	Overall Margin	Calculation Breakdown
2-Jan-2008	31322.86	31322.86	237.14	0.75	789.00	31560.00	237.14	5.93	0.75	View
9-Jan-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.14	5.93	0.80	View
16-Jan-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.14	5.93	0.80	View
23-Jan-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.14	5.93	0.80	View
30-Jan-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.14	5.93	0.80	View
6-Feb-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.14	5.93	0.80	View
13-Feb-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.14	5.93	0.80	View
20-Feb-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.14	5.93	0.80	View
27-Feb-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.14	5.93	0.80	View
Totals	**265905.74**					**268040.00**	**2134.26**		**0.80**	

Figure 32 - TPG results for Standard Price Types

Where LO and FI are used:

Total Cost for the Tour = (Total Cost for FI + Total Cost for LO)
Total Cost for FI
Total Cost for LO
FI Margin Amount = (Total FI price for the Tour – Total FI Cost for the Tour)
FI Margin % = (FI Margin Amount / Total FI price * 100)
LO Margin Amount = (Total LO price for the tour – Total LO Cost for the Tour)
LO Margin % = (LO Margin Amount / Total LO price * 100**)**
FI Price (Editable)
LO Price (Editable)
Total revenue for departure = (Total Cost for the Tour + Mark up (or Margin as per Margin Curve set up))
Total profit for departure = (Total revenue for dept – Total Cost for the tour)

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Total per-person profit for departure = (Total profit for dept / total of modeling values)
Overall Margin = (Total profit for departure / Total revenue for dept * 100)

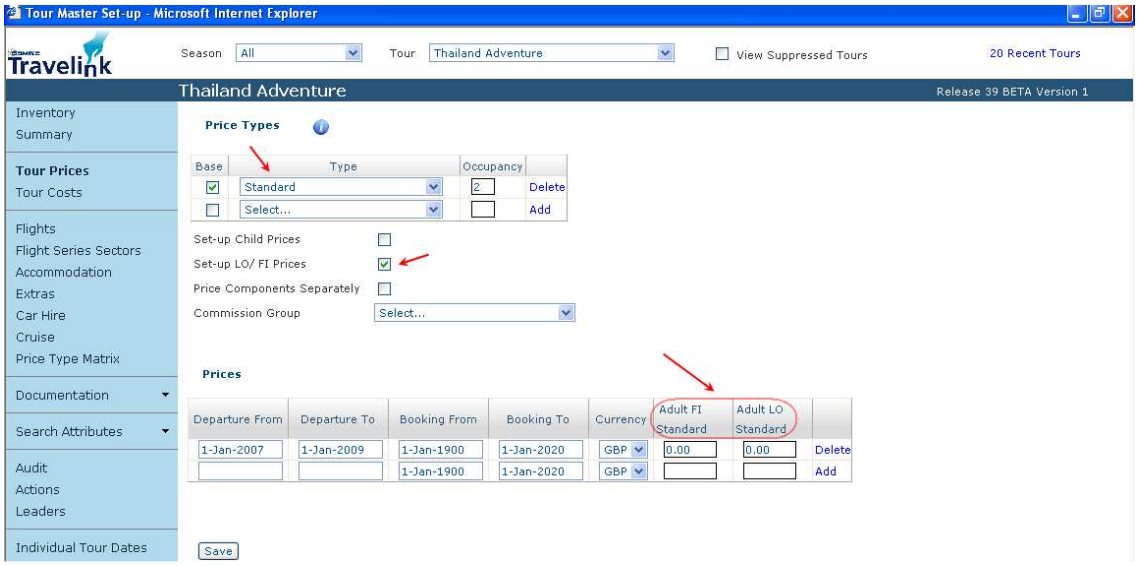
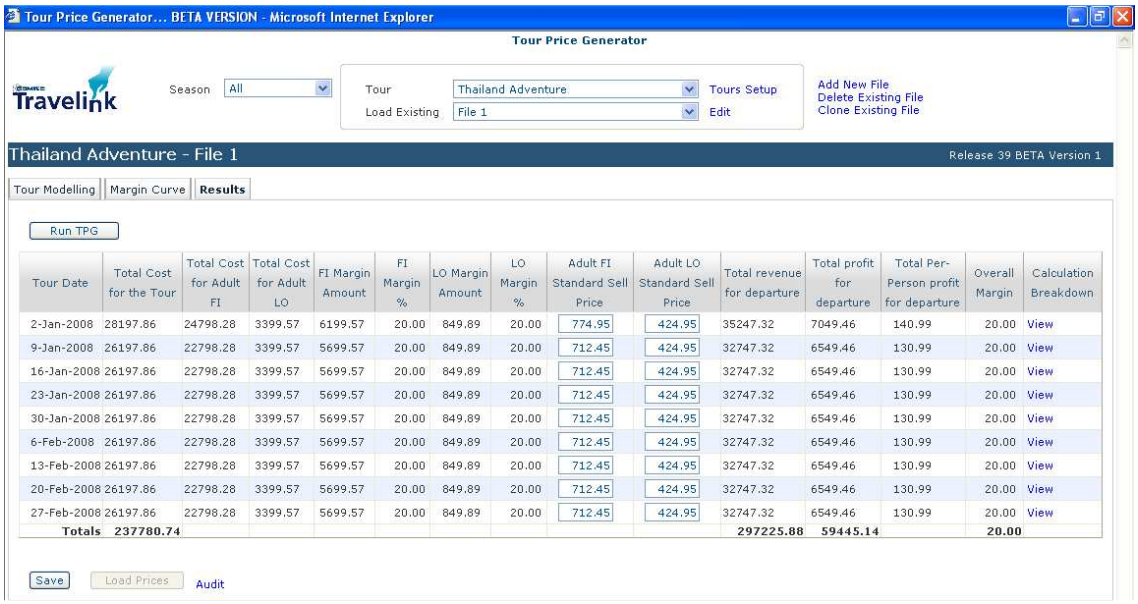


Figure 33 - LO / FI price types in Tours Set Up



Tour Date	Total Cost for the Tour	Total Cost for Adult FI	Total Cost for Adult LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI Standard Sell Price	Adult LO Standard Sell Price	Total revenue for departure	Total profit for departure	Total Per-Person profit for departure	Overall Margin	Calculation Breakdown
2-Jan-2008	28197.86	24798.28	3399.57	6199.57	20.00	849.89	20.00	774.95	424.95	35247.32	7049.46	140.99	20.00	View
9-Jan-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
16-Jan-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
23-Jan-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
30-Jan-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
6-Feb-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
13-Feb-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
20-Feb-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
27-Feb-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
Totals	237780.74									297225.88	59445.14		20.00	

Figure 34 - TPG Results for LO/FI price types

Where Adult and Child and LO and FI price types are used:

Total Cost for the Tour = (Total Cost for Adt FI + Child FI + Adult LO + Child LO)
Total Cost for Adult FI
Total Cost for Child FI
Total Cost for Adult LO
Total Cost for Child LO
FI Margin Amount = (Total FI price for the Tour – Total FI Cost for the Tour)
FI Margin % = (FI Margin Amount / Total FI price * 100)
LO Margin Amount = (Total LO price for the tour – Total LO Cost for the Tour)
LO Margin % = (LO Margin Amount / Total LO price * 100**)**
Adult FI Price (Editable)
Child FI Price (Editable)
Adult LO Price (Editable)

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Child LO Price (Editable)
Total revenue for departure = (Total Cost for the Tour + Mark up (or Margin as per Margin Curve set up))
Total profit for departure = (Total revenue for dept – Total Cost for the tour)
Total per-person profit for departure = (Total profit for dept / total of modeling values)
Overall Margin = (Total profit for departure / Total revenue for dept * 100)

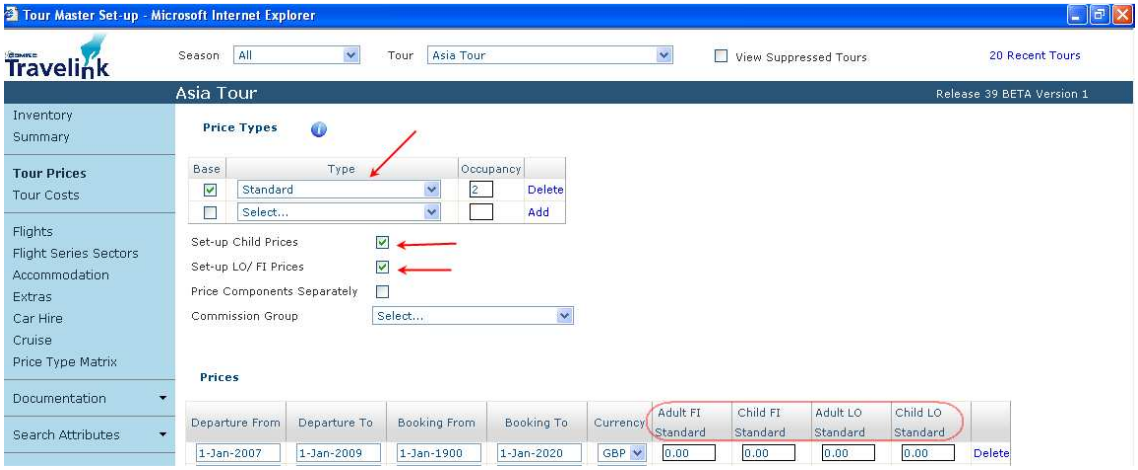

Figure 35 - Adult / Child / LO / FI price types in Tours Set Up

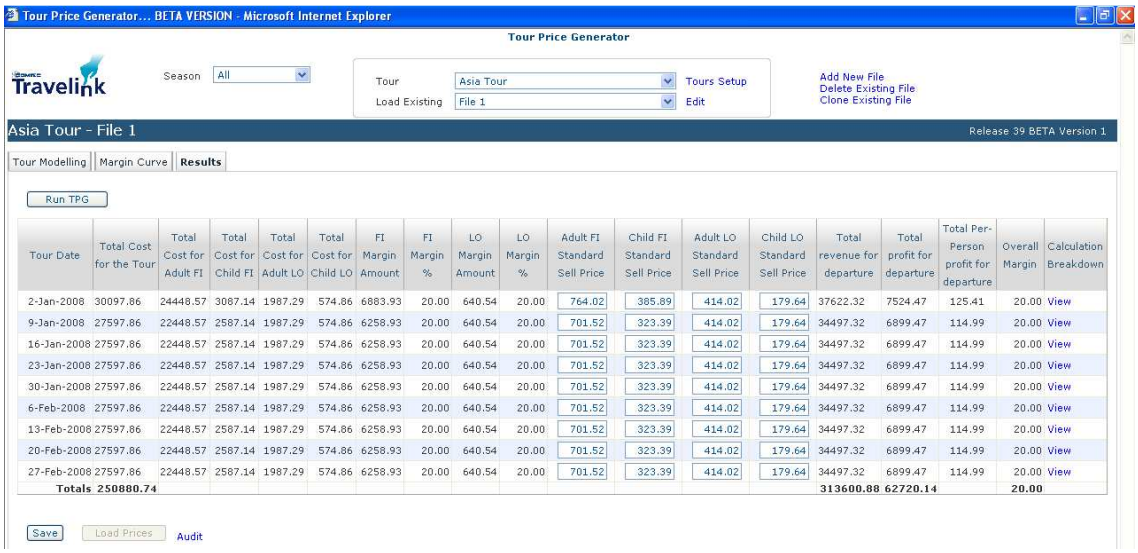

Figure 36 - TPG Results for Adult/Child/LO/FI price types

Where user defined price types are set up, more price columns will display:

Total Cost for the Tour
Total Cost for Adult FI
Total Cost for Child FI
Total Cost for Adult LO
Total Cost for Child LO
FI Margin Amount = *(Total FI price for the Tour – Total FI Cost for the Tour)*
FI Margin % = *(FI Margin Amount / Total FI price * 100)*
LO Margin Amount = *(Total LO price for the tour – Total LO Cost for the Tour)*
LO Margin % = *(LO Margin Amount / Total LO price * 100)*
Adult FI Twin Price *(Editable)*
Child FI Twin Price *(Editable)*
Adult LO Twin Price *(Editable)*
Child LO Twin Price *(Editable)*

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Adult FI Single Price *(Editable)*
Child FI Single Price *(Editable)*
Adult LO Single Price *(Editable)*
Child LO Single Price *(Editable)*
Total revenue for departure = *(Total Cost for the Tour + Mark up (or Margin as per Margin Curve set up))*
Total profit for departure = *(Total revenue for dept – Total Cost for the tour)*
Total per-person profit for departure = *(Total profit for dept / total of modeling values)*
Overall Margin = *(Total profit for departure / Total revenue for dept * 100)*

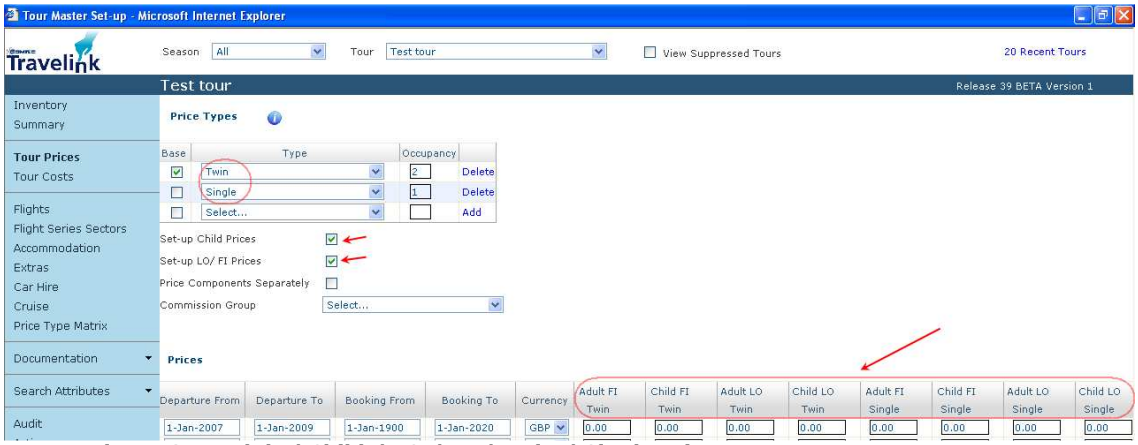

Figure 37 - Adult / Child / LO / FI / Twin / Single price types

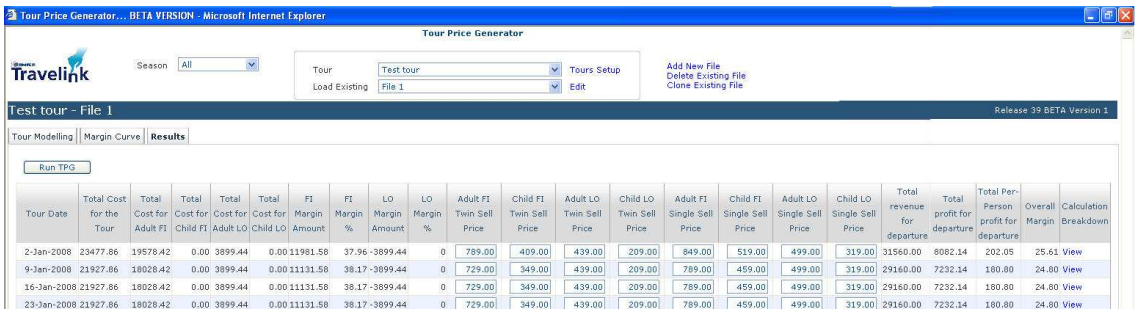

Figure 38 - TPG Results for Adult/Child/LO/FI/Twin/Single price types

All editable fields in the results grid, when edited, will re-calculate results immediately. E.g. changing FI adult twin price will update FI margin % and amount and total revenue and total profit and overall margin.
A breakdown of the calculation is viewable for each line of results.

5.10.1 Exclude dates from TPG

The column called **Load Price** in the TPG results screen allows the user to exclude dates so that only chosen tour departures can be repriced. The **Load Price** column shows a check box against each tour departure date and it is defaulted as checked in for all dates. There are also options to 'select all' or 'deselect all'.

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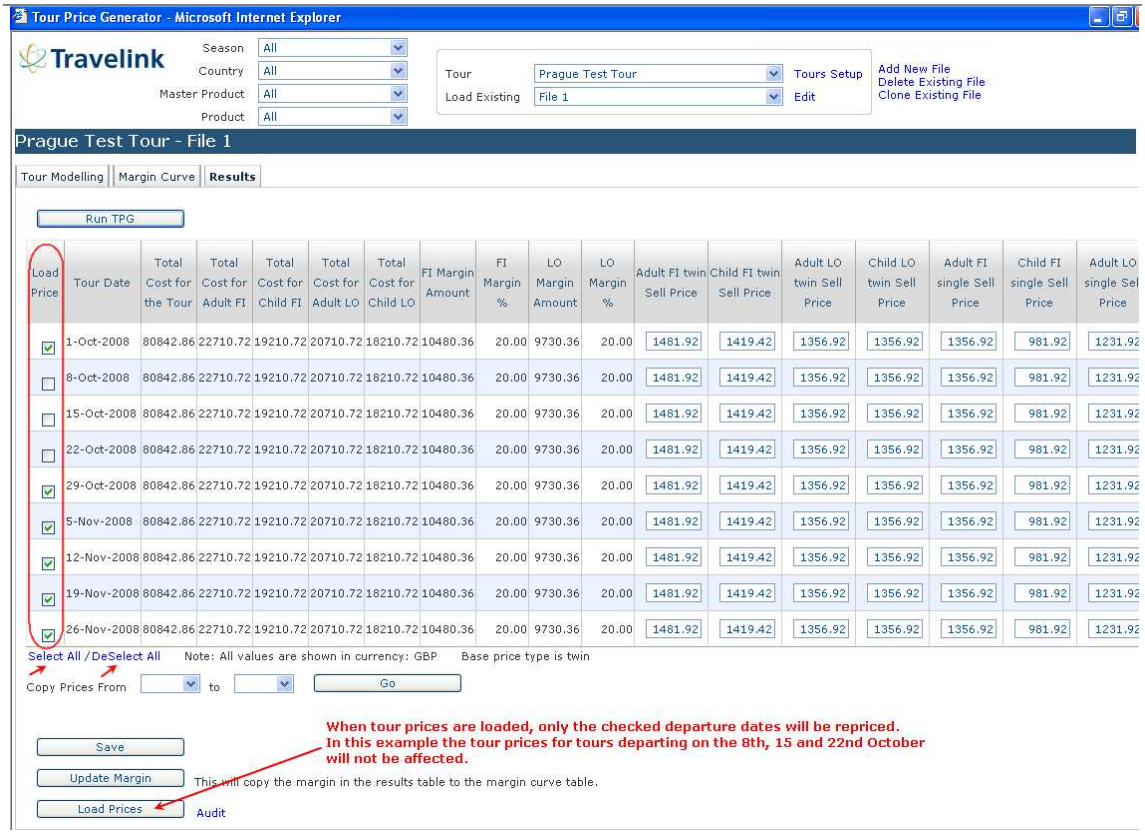

Figure 39 – Load Price check box in TPG results

When tour prices are loaded, only checked departure dates will be repriced. The audit screen will only show those departures that have been updated.

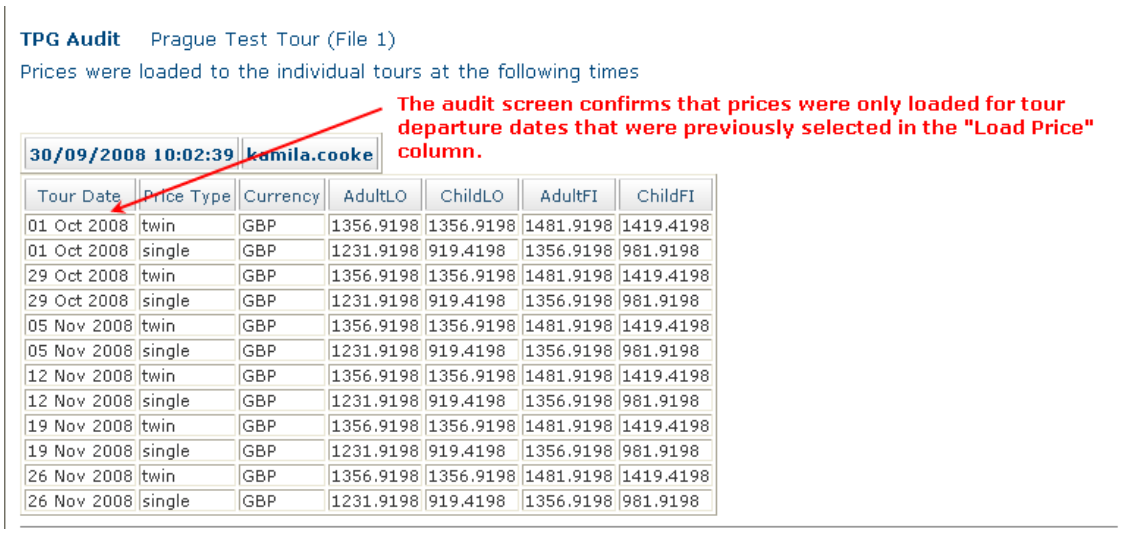

Figure 40 – TPG Audit screen – exclude dates

5.10.2 Apparent Air

Where FI and LO prices exist, the TPG results screen will show a column: 'Apparent Air Adult'

If FI, LO and Child prices exist, the TPG results screen will also show an 'Apparent Air Child' column.

(If FI and LO prices don't exist, these columns will not show.)

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This will take the price types marked as 'Base' and calculate the difference for adults and children as follows:
FI adult base price – LO adult base price = Apparent Air Adult value.

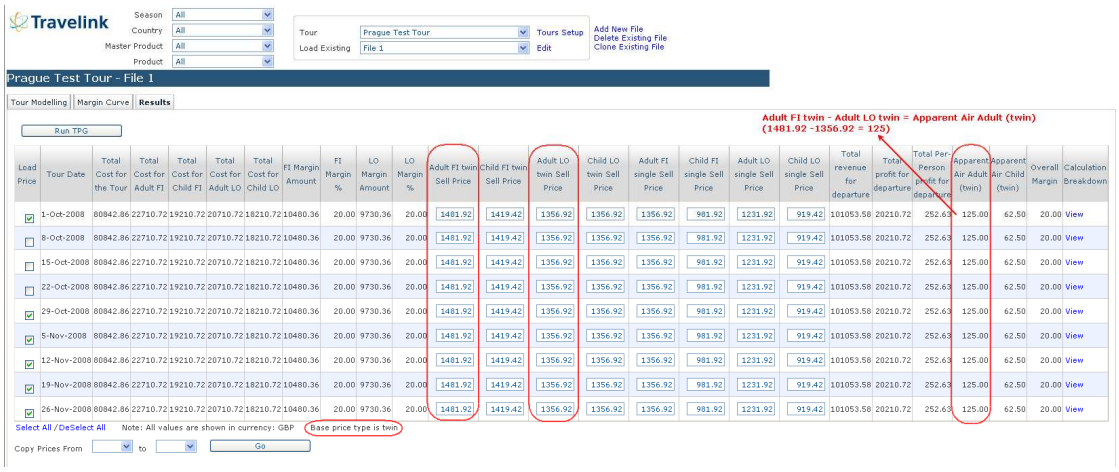

Figure 41 – Apparent Air Adult

FI child base price – LO child base price = Apparent Air Child value

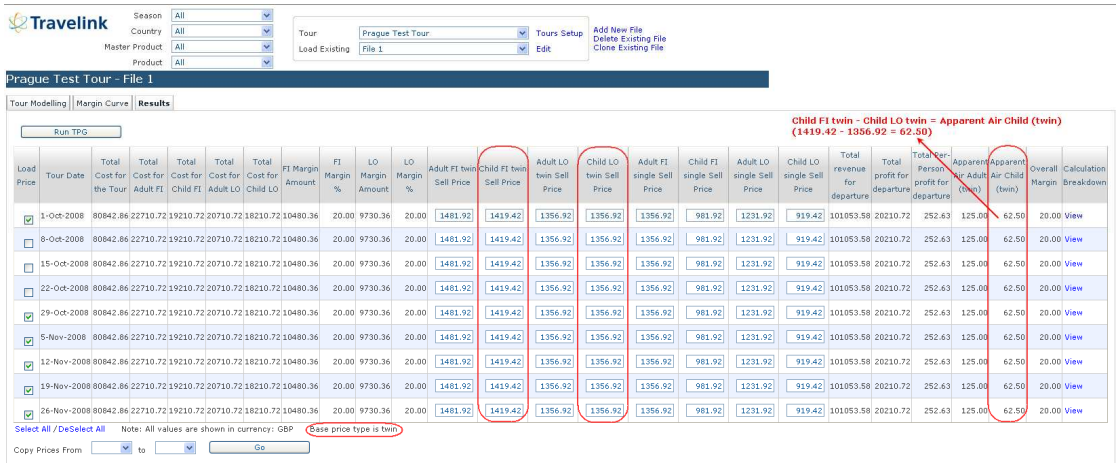

Figure 42 – Apparent Air Child

The column headers will also include the base price type name (e.g. twin).

5.10.3 Copy prices

Sometimes tour operators use the base tour price as twin and they pass the cost of having a single room on to the client, but do not pass on the savings of having a triple room.
The 'copy prices' functionality in TPG results screen allows the user to copy all prices from one price type to another price type (in this example it would set all triple prices to be the same as twins).

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Figure 43 – TPG results before copying prices

Select the price type you wish to copy from (e.g. twin) and the price type you wish to copy to (e.g. triple), then click the **'Go'** button.
All Adult/Child/LO and FI price types will be copied and the copy from and to fields selected will remain on the screen upon saving.

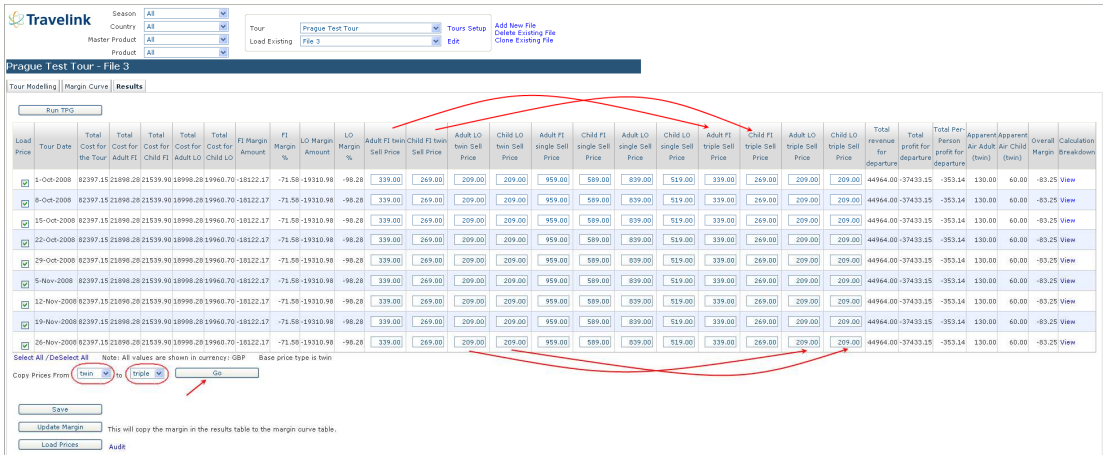

Figure 44 – TPG results after prices were copied

Note:
If price types have been copied, in the 'View' Calculation Breakdown screen, the figures displayed in the Summary on the top of the screen will not match with the Breakdown calculations.

5.11 Update Margin

Users of the TPG will manually amend the price results. This manual amendment will update the margin column in the results tables. If the user then runs TPG again (a re-price later in the year), it is set that the same updated margin is used rather than the original margin.

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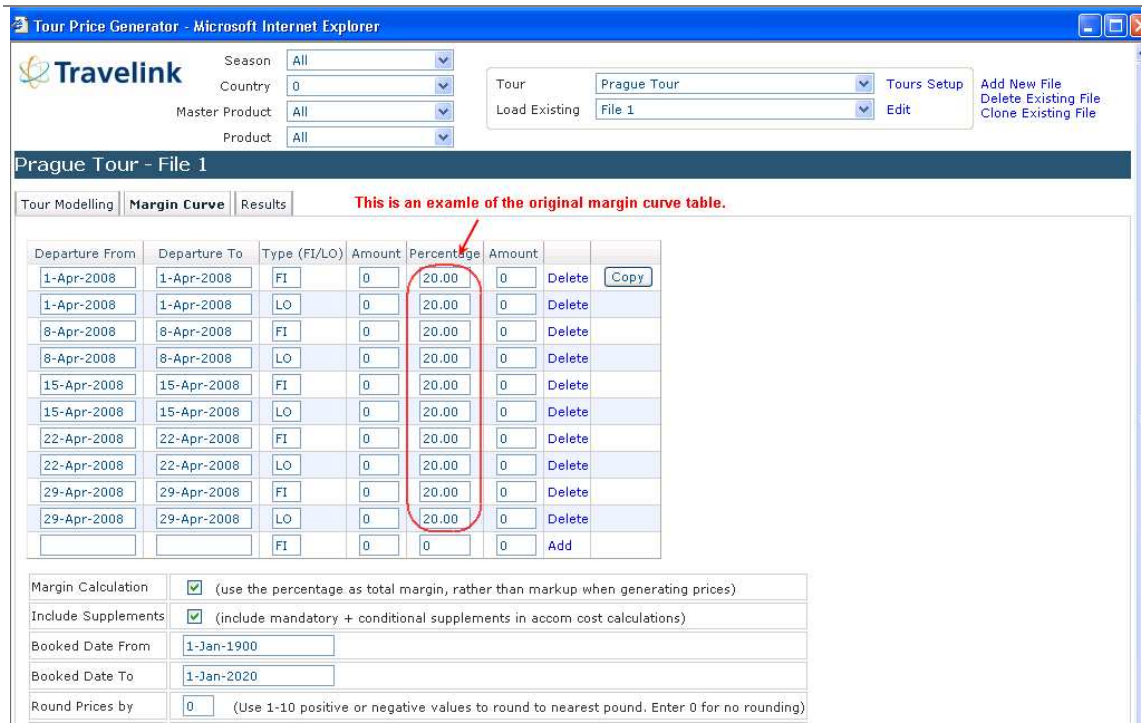

Figure 45 – Original Margin Curve

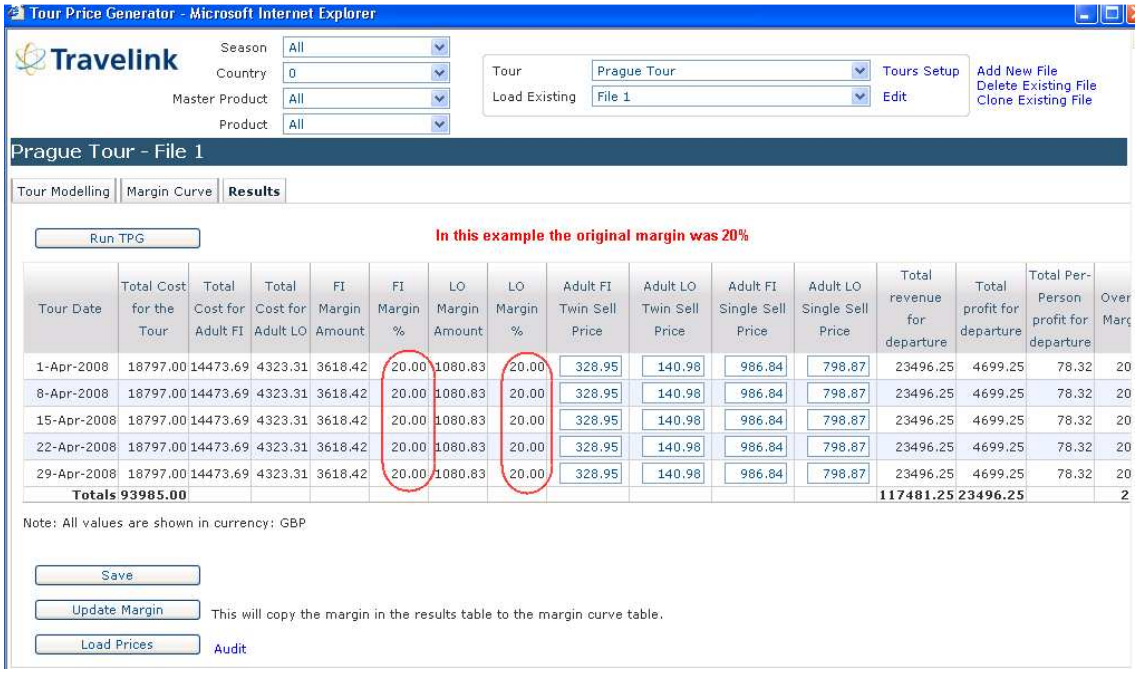

Figure 46 – Original Margin

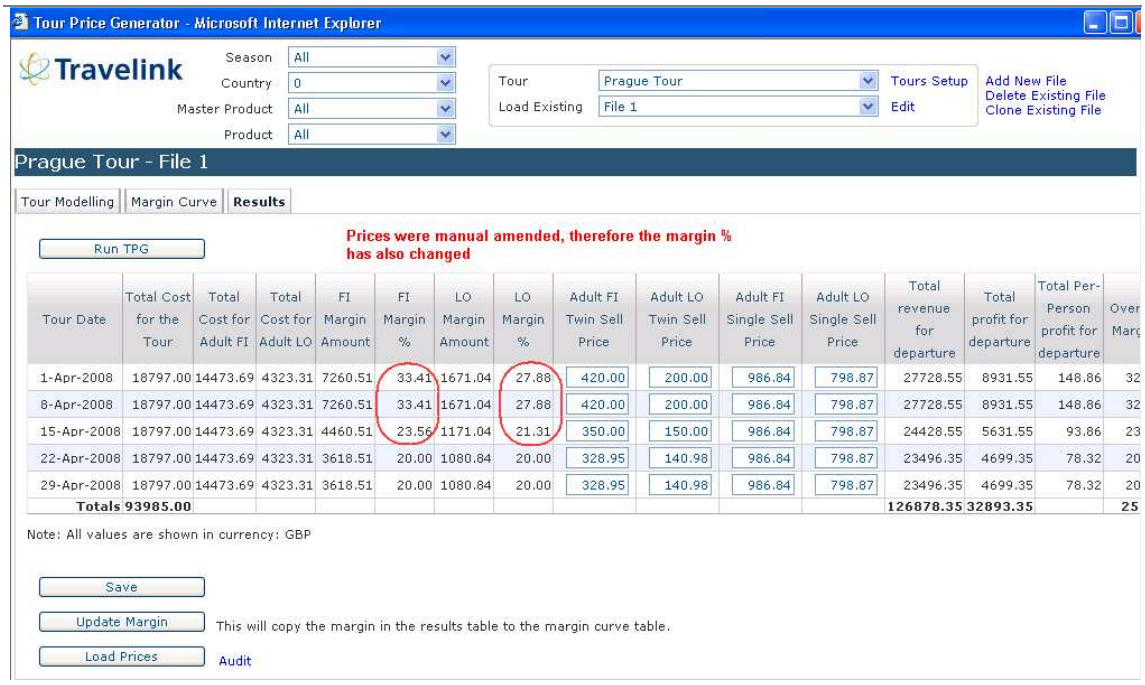

Figure 47 – Updated margin

The user is now able to click on the **'Update Margin'** button, which will copy the updated margin into the Margin Curve Table.

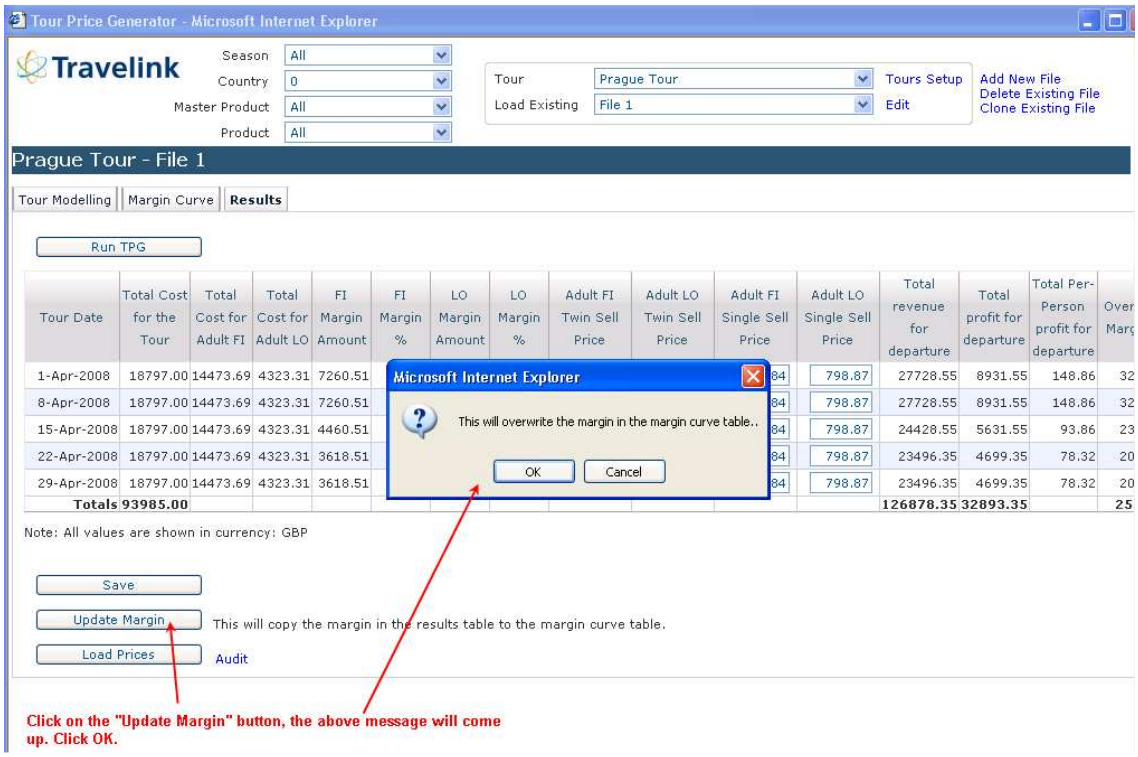

Figure 48 – Update Margin button

The values in the margin column are copied into the margin curve and saved.

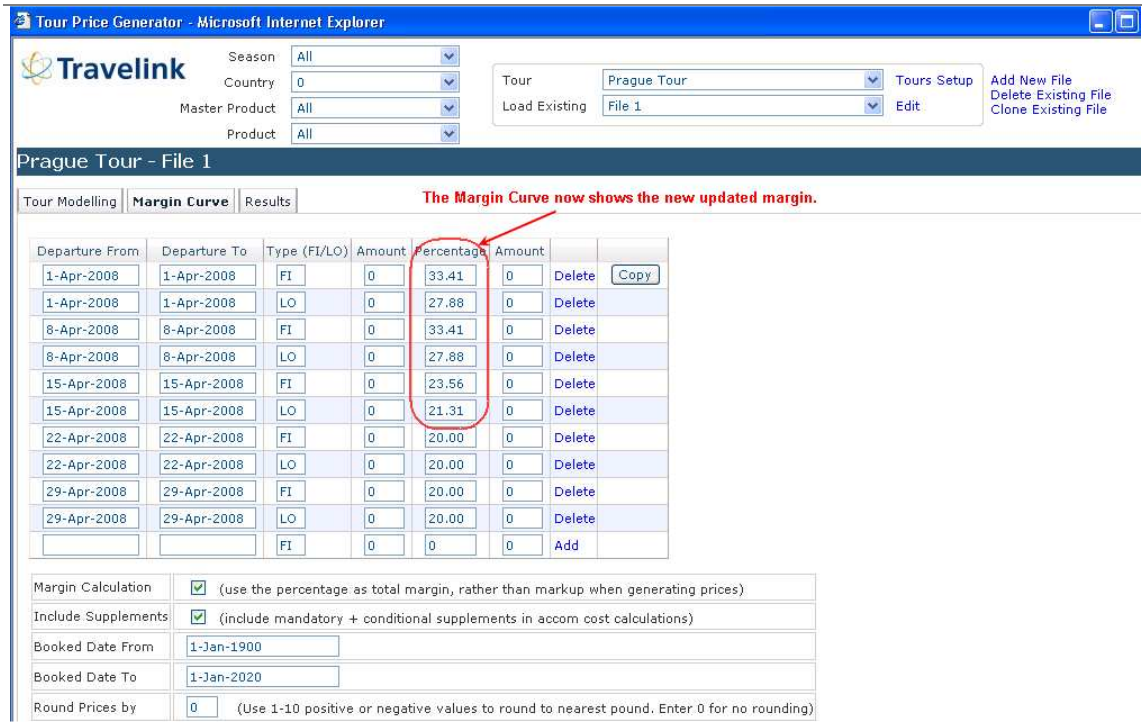

Figure 49 – Updated Margin Curve

5.12 Load Prices

The **'Load Prices'** button will load the resulting prices into the individual tours (see Figure 51 - Prices loaded against the Individual Tour Date. Loading a second time will overwrite existing prices.

Note:
Prices will not show in the Tour Master screen (prices are against individual tours not the tour master).

The **'Load prices'** button has its own user security level (see Section 5.2).
A prompt will warn the user that existing prices will be overwritten. The system will also display a message when price loading is completed.

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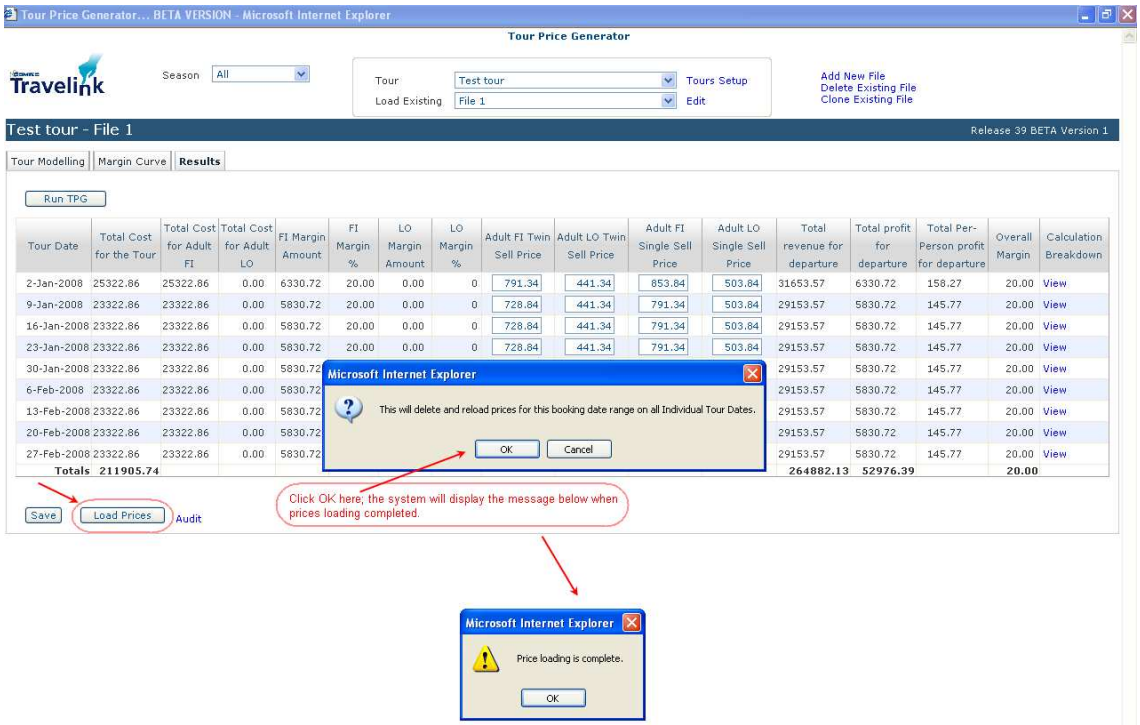

Figure 50 - Load Prices

Figure 51 - Prices loaded against the Individual Tour Date.

5.13 Audit

All prices loaded will write to the tour audit trail within tour set up.

On the TPG the audit link will detail each occasion that 'load prices' has been used, detailing tour dates affected, tour name, prices loaded, date and time and the user who performed the action.
If prices are manually edited and saved on the TPG, these are also audited with tour dates affected, tour name, prices changed from and to, date and time and user who performed the action all being recorded.

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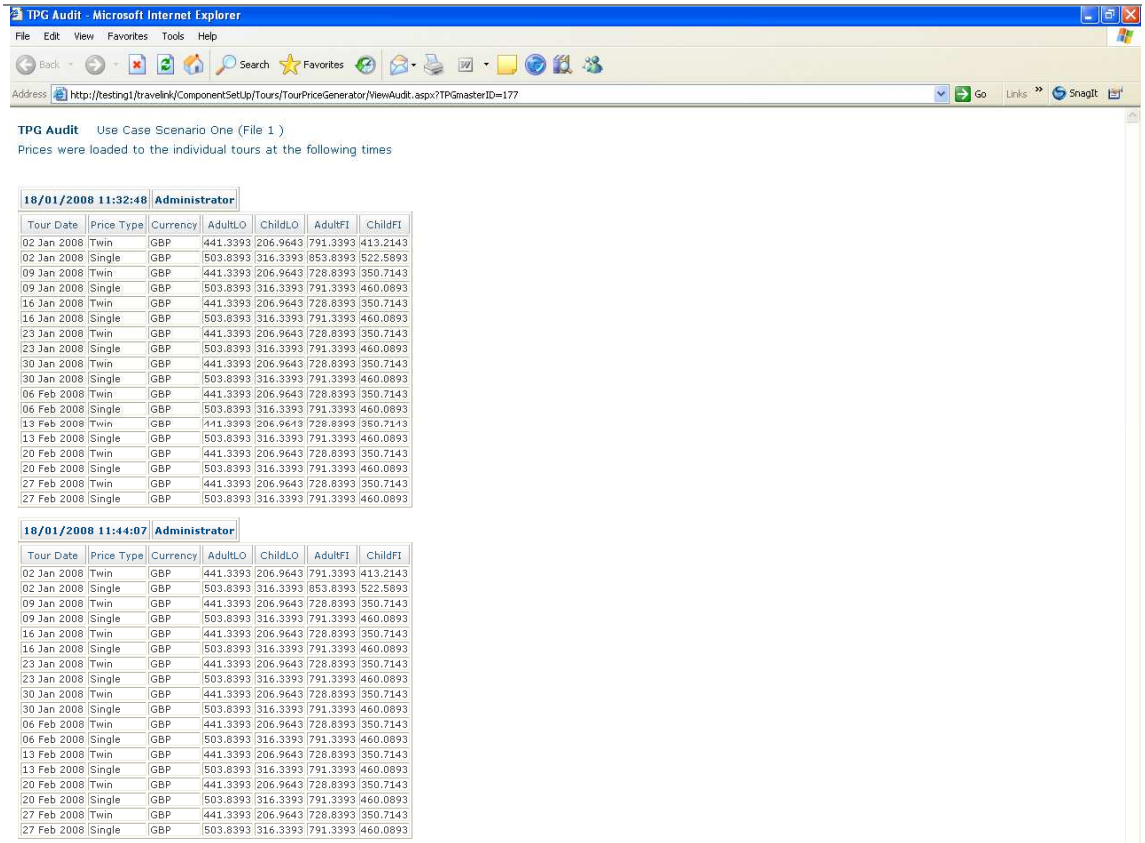

Tour Date	Price Type	Currency	AdultLO	ChildLO	AdultFI	ChildFI
02 Jan 2008	Twin	GBP	441.3393	206.9643	791.3393	413.2143
02 Jan 2008	Single	GBP	503.8393	316.3393	853.8393	522.5893
09 Jan 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
09 Jan 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
16 Jan 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
16 Jan 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
23 Jan 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
23 Jan 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
30 Jan 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
30 Jan 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
06 Feb 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
06 Feb 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
13 Feb 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
13 Feb 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
20 Feb 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
20 Feb 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
27 Feb 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
27 Feb 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893

Tour Date	Price Type	Currency	AdultLO	ChildLO	AdultFI	ChildFI
02 Jan 2008	Twin	GBP	441.3393	206.9643	791.3393	413.2143
02 Jan 2008	Single	GBP	503.8393	316.3393	853.8393	522.5893
09 Jan 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
09 Jan 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
16 Jan 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
16 Jan 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
23 Jan 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
23 Jan 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
30 Jan 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
30 Jan 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
06 Feb 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
06 Feb 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
13 Feb 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
13 Feb 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
20 Feb 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
20 Feb 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893
27 Feb 2008	Twin	GBP	441.3393	206.9643	728.8393	350.7143
27 Feb 2008	Single	GBP	503.8393	316.3393	791.3393	460.0893

Figure 52 - TPG price audit

6 Use Case Scenarios

6.1 Scenario 1

This is a simple scenario using typical components. The tour is modeled on 40 adults all sharing a standard twin room and all taking the international flights. However, price types for LO and Single are still required. Child pricing is not required on this tour.

The price types set up are thus:

Adult FI Twin Adult LO Twin Adult FI Single Adult LO Single

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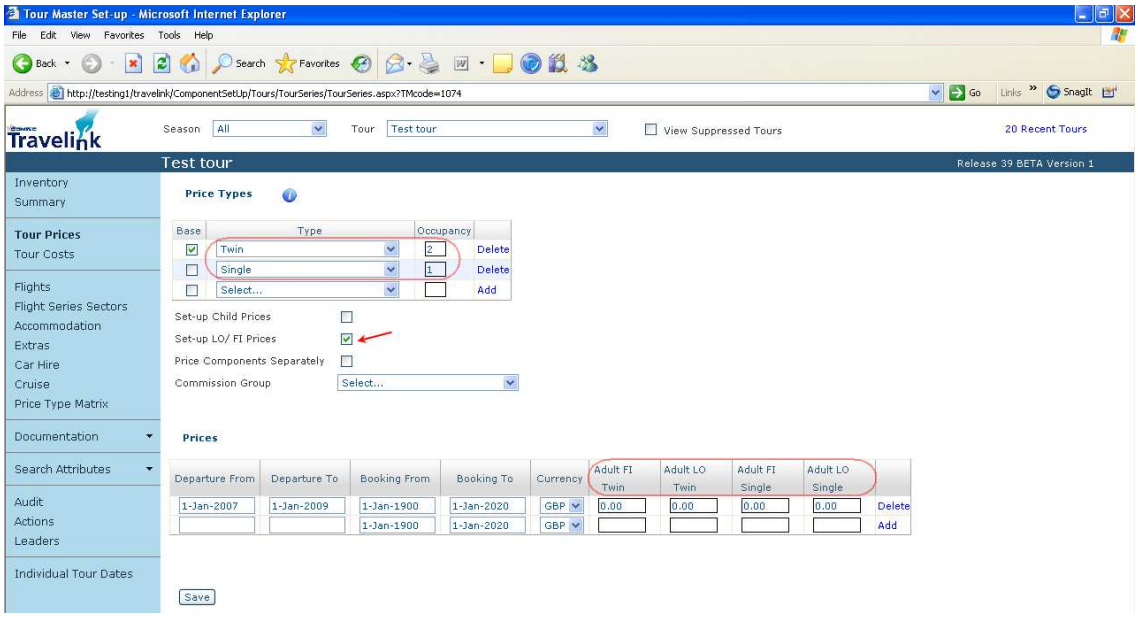

Figure 53 - Example price type set up

The components used on the tour are OB and IB flights, Twin and Single rooms. These are mandatory for the relevant price type.

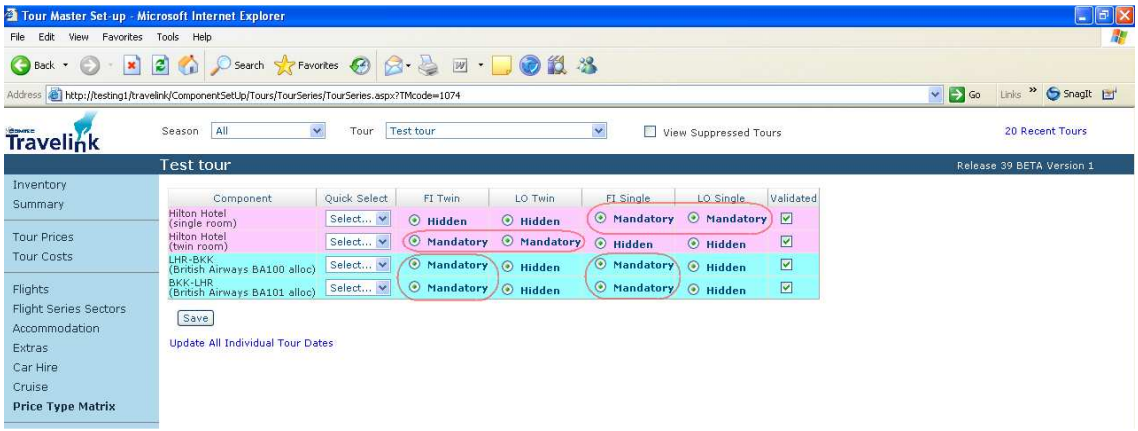

Figure 54 - Example of Price Type Matrix

The costs are set up in the components.

The hotel costs are:
50 Euros per person per night based on 2 adults sharing for a twin room
60 Euros per person per night for a single room

The flights are 230 Pounds per person on the OB flight and zero Pounds on the IB flight.

Tour costs are set up to cover;

- Regional flights
  This is a flat cost which is allocated to all passengers (thus LO) for TPG modeling, this will be removed from tour set up after generating tour prices as it is not a valid accrual, the actual accrual will be determined on each booking as regional flights are booked.
- Marketing and VAT
  These are flat costs which is allocated to all passengers (thus LO) for TPG modeling, this may or may not be removed from the tour set up depending on

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margin analysis requirements, it is likely that this cost should not go to the general ledger.

- National Express
  This is a flat cost which is allocated to all passengers (thus LO) for TPG modeling and final accruals.
- Excursion profit
  This is a flat negative cost which is allocated to all passengers (thus LO) used to predict a profit on optional extras on the tour and thus build it into the TPG function, this will be removed from tour set up after generating tour prices as it is not a valid accrual, the actual accrual will be determined on each booking as extras are booked.
- Tour manager, coach and airport rep
  These are 'per tour' costs for all passengers (LO and FI), the calculation in Figure 55 - Example of Tour Costs screen set up, shows that these are divided equally between the passengers modeled. The accrual will be later held at tour level for bookings finance management.

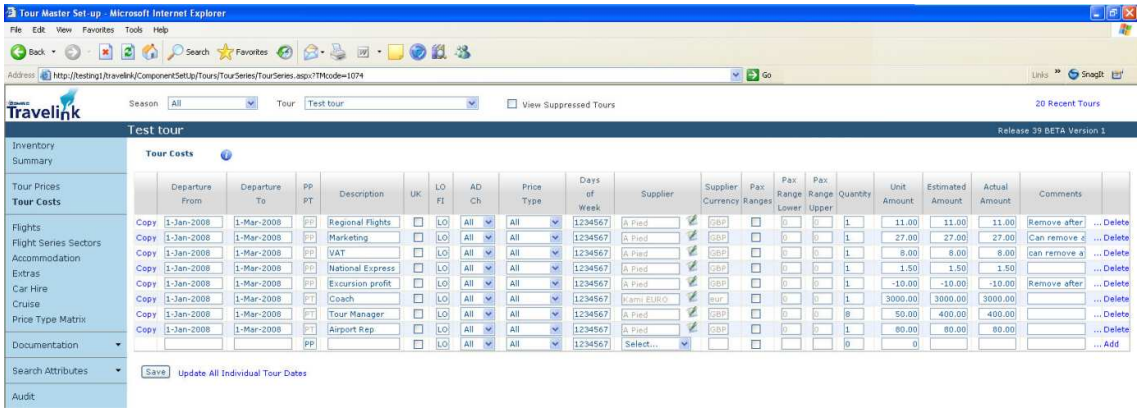


Figure 55 - Example of Tour Costs screen set up

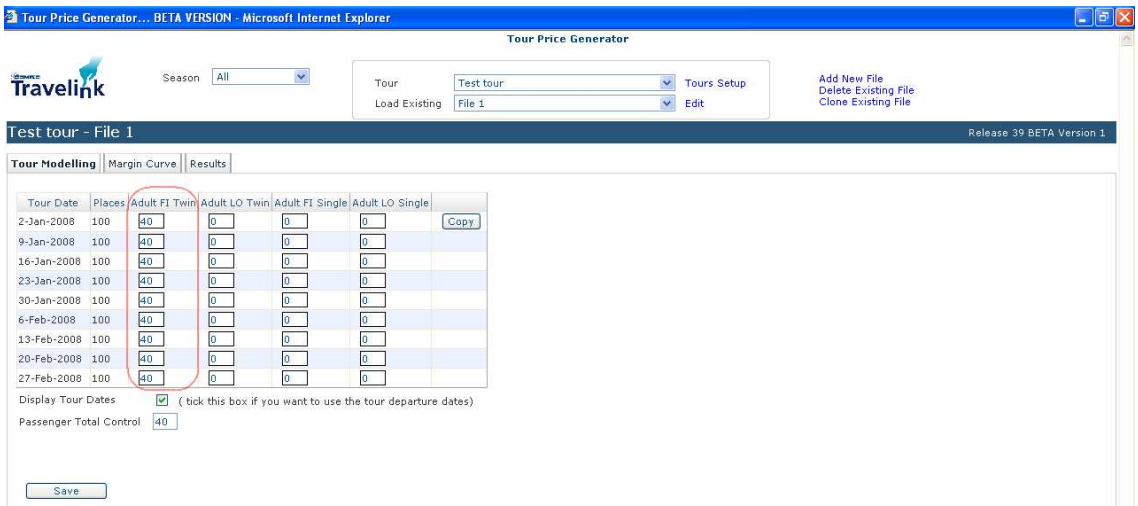


Figure 56 - Example 1: TPG – Tour Modeling

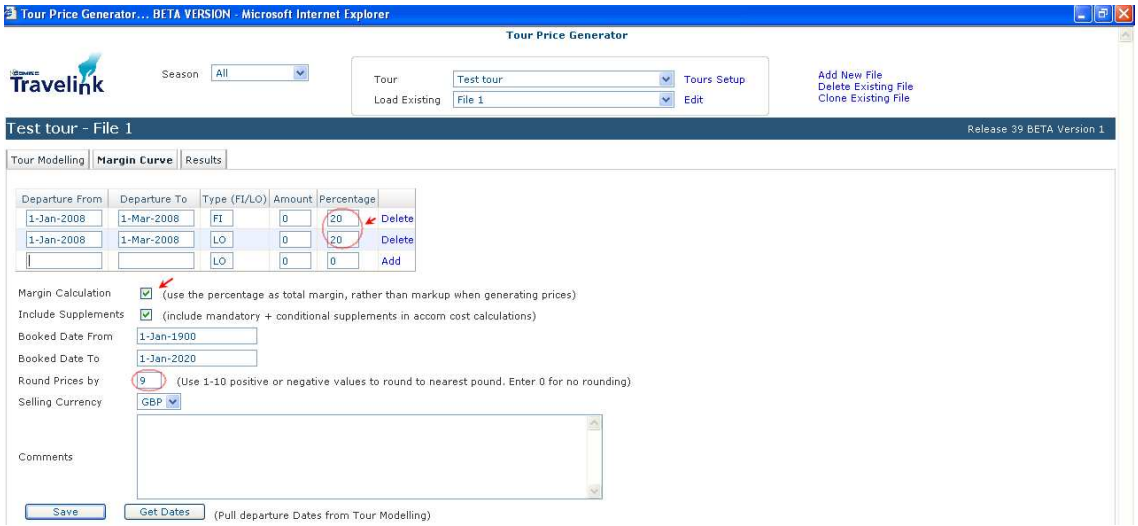
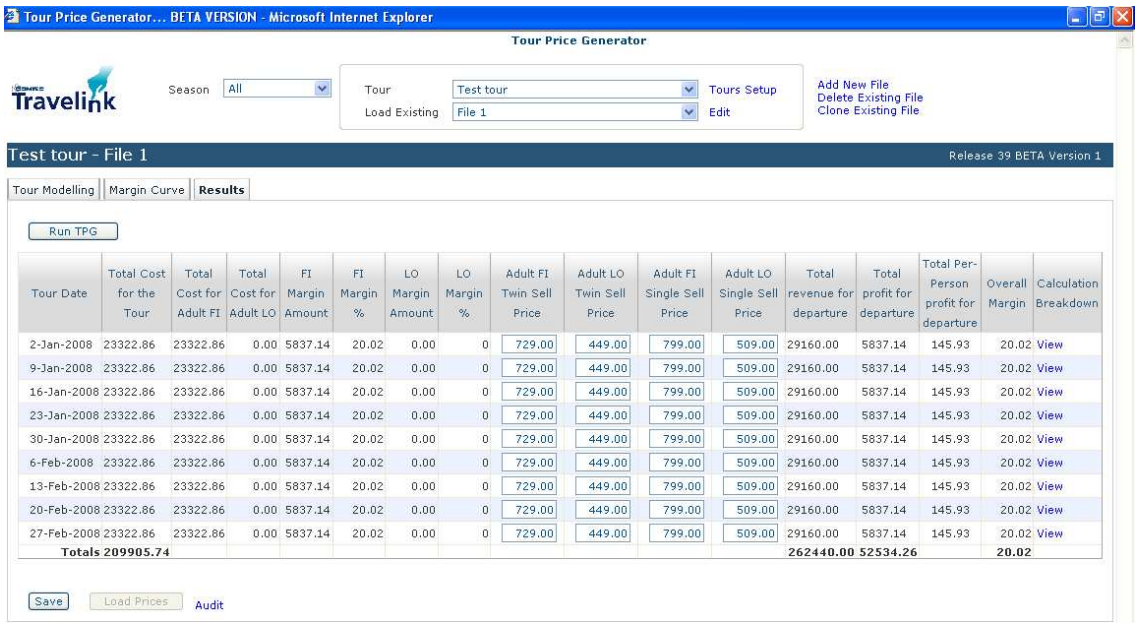


Figure 57 - Example 1: TPG – Margin Curve



Tour Date	Total Cost for the Tour	Total Cost for Adult FI	Total Cost for Adult LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI Twin Sell Price	Adult LO Twin Sell Price	Adult FI Single Sell Price	Adult LO Single Sell Price	Total revenue for departure	Total profit for departure	Total Per-Person profit for departure	Overall Margin	Calculation Breakdown
2-Jan-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View
9-Jan-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View
16-Jan-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View
23-Jan-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View
30-Jan-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View
6-Feb-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View
13-Feb-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View
20-Feb-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View
27-Feb-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View
Totals	**209905.74**											**262440.00**	**52534.26**		**20.02**	

Figure 58 - Example 1: TPG – Results

TPG Calculation Breakdown Use Case Scenario One (File 1) Jan 2 2008 Individual Tour Date Setup

Summary

Price Type	COSTS		PRICES		OCCUPANCIES	
	Adult LO	Adult FI	Adult LO	Adult FI	Adult LO	Adult FI
Single	403.0714	633.0714	509.0000	799.0000	0	0
Twin	353.0714	583.0714	449.0000	729.0000	0	40

Totals	Cost	Price	Profit	margin
Adult LO	0.00	0.00	0.00	0
Adult FI	23322.86	29160.00	5837.14	20.02
Child LO	0.00	0.00	0.00	0
Child FI	0.00	0.00	0	0.00
	-			
Total LO	0.00	0.00	0.00	0
Total FI	23322.86	29160.00	5837.14	20.02
	-			
	-			
Grand Total	23322.86	29160.00	5837.14	20.02

Note, margin is calculated as (profit/price) * 100

BreakDown

SingleLO

Cost Type	Component		Adult	Child	Comment
Accommodation	Hilton Hotel single room	LO	300.0000	150.0000	02/01/2008 for 7 nights Per Person Based On X Sharing Occupancy=1 UnitCost= 420 eur Adult Conditional Supps= 0 Adult Mandatory Supps= 0 Child Conditional Supps= 0 Child Mandatory Supps= 0
Accommodation	Hilton Hotel twin room	LO	0.0000	0.0000	Not selected on Matrix
Flights	Jan 2 2008 LHR BKK BA100	LO	0.0000	0.0000	Not selected on Matrix
Flights	Jan 8 2008 BKK LHR BA101	LO	0.0000	0.0000	Not selected on Matrix
Per Person	Excursion profit	LO	-10.0000	-10.0000	Supplier Cost=-10.00 GBP -LO-
Per Person	Marketing	LO	27.0000	27.0000	Supplier Cost=27.00 GBP -LO-
Per Person	National Express	LO	1.5000	1.5000	Supplier Cost=1.50 GBP -LO-
Per Person	Regional Flights	LO	11.0000	11.0000	Supplier Cost=11.00 GBP -LO-
Per Person	VAT	LO	8.0000	8.0000	Supplier Cost=8.00 GBP -LO-
Per Tour	Airport Rep	LO	2.0000	2.0000	Supplier Cost=80.00 GBP Tot Occupancy=40 Per Person =2.00 GBP Supplier Cost=2.00 GBP -LO-
Per Tour	Coach	LO	53.5714	53.5714	Supplier Cost=3,000.00 eur Tot Occupancy=40 Per Person =75.00 eur Supplier Cost=75.00 eur -LO-
Per Tour	Tour Manager	LO	10.0000	10.0000	Supplier Cost=400.00 GBP Tot Occupancy=40 Per Person =10.00 GBP Supplier Cost=10.00 GBP -LO-
		LO	**403.0714**	**253.0714**	

Adult COST=403.0714
Child COST=253.0714
Markup Amount=0 Percent=20 (Margin)

Adult Price=503.8392
Child Price=316.3392

Rounding=9
Adult Price=509
Child Price=319

SingleFI

Cost Type	Component		Adult	Child	Comment
Accommodation	Hilton Hotel single room	FI	300.0000	150.0000	02/01/2008 for 7 nights Per Person Based On X Sharing Occupancy=1 UnitCost= 420 eur Adult Conditional Supps= 0 Adult Mandatory Supps= 0 Child Conditional Supps= 0 Child Mandatory Supps= 0
Accommodation	Hilton Hotel twin room	FI	0.0000	0.0000	Not selected on Matrix
Flights	Jan 2 2008 LHR BKK BA100	FI	230.0000	115.0000	Contract Type=alloc Adult=230.0000GBP Child=115.0000GBP Adult Supps= 0.0000 Child Supps= 0.0000
Flights	Jan 8 2008 BKK LHR BA101	FI	0.0000	0.0000	Contract Type=alloc Adult=0.0000GBP Child=0.0000GBP Adult Supps= 0.0000 Child Supps= 0.0000
Per Person	Excursion profit	FI	-10.0000	-10.0000	Supplier Cost=-10.00 GBP -LO-
Per Person	Marketing	FI	27.0000	27.0000	Supplier Cost=27.00 GBP -LO-
Per Person	National Express	FI	1.5000	1.5000	Supplier Cost=1.50 GBP -LO-
Per Person	Regional Flights	FI	11.0000	11.0000	Supplier Cost=11.00 GBP -LO-
Per Person	VAT	FI	8.0000	8.0000	Supplier Cost=8.00 GBP -LO-
Per Tour	Airport Rep	FI	2.0000	2.0000	Supplier Cost=80.00 GBP Tot Occupancy=40 Per Person =2.00 GBP Supplier Cost=2.00 GBP -LO-
Per Tour	Coach	FI	53.5714	53.5714	Supplier Cost=3,000.00 eur Tot Occupancy=40 Per Person =75.00 eur Supplier Cost=75.00 eur -LO-
Per Tour	Tour Manager	FI	10.0000	10.0000	Supplier Cost=400.00 GBP Tot Occupancy=40 Per Person =10.00 GBP Supplier Cost=10.00 GBP -LO-
		FI	**633.0714**	**368.0714**	

Adult COST=633.0714
Child COST=368.0714
Markup Amount=0 Percent=20 (Margin)

Adult Price=791.3392
Child Price=460.0892

Rounding=9
Adult Price=799
Child Price=469

TwinLO

Cost Type	Component		Adult	Child	Comment
Accommodation	Hilton Hotel single room	LO	0.0000	0.0000	Not selected on Matrix
Accommodation	Hilton Hotel twin room	LO	250.0000	62.5000	02/01/2008 for 7 nights Per Person Based On X Sharing Occupancy=2 UnitCost= 700 eur Adult Conditional Supps= 0 Adult Mandatory Supps= 0 Child Conditional Supps= 0 Child Mandatory Supps= 0
Flights	Jan 2 2008 LHR BKK BA100	LO	0.0000	0.0000	Not selected on Matrix
Flights	Jan 8 2008 BKK LHR BA101	LO	0.0000	0.0000	Not selected on Matrix
Per Person	Excursion profit	LO	-10.0000	-10.0000	Supplier Cost=-10.00 GBP -LO-
Per Person	Marketing	LO	27.0000	27.0000	Supplier Cost=27.00 GBP -LO-
Per Person	National Express	LO	1.5000	1.5000	Supplier Cost=1.50 GBP -LO-
Per Person	Regional Flights	LO	11.0000	11.0000	Supplier Cost=11.00 GBP -LO-
Per Person	VAT	LO	8.0000	8.0000	Supplier Cost=8.00 GBP -LO-
Per Tour	Airport Rep	LO	2.0000	2.0000	Supplier Cost=80.00 GBP Tot Occupancy=40 Per Person =2.00 GBP Supplier Cost=2.00 GBP -LO-
Per Tour	Coach	LO	53.5714	53.5714	Supplier Cost=3,000.00 eur Tot Occupancy=40 Per Person =75.00 eur Supplier Cost=75.00 eur -LO-
Per Tour	Tour Manager	LO	10.0000	10.0000	Supplier Cost=400.00 GBP Tot Occupancy=40 Per Person =10.00 GBP Supplier Cost=10.00 GBP -LO-
		LO	**353.0714**	**165.5714**	

Adult COST=353.0714
Child COST=165.5714
Markup Amount=0 Percent=20 (Margin)

Adult Price=441.3392
Child Price=206.9642

Rounding=9
Adult Price=449
Child Price=209

TwinFI

Cost Type	Component		Adult	Child	Comment
Accommodation	Hilton Hotel single room	FI	0.0000	0.0000	Not selected on Matrix
Accommodation	Hilton Hotel twin room	FI	250.0000	62.5000	02/01/2008 for 7 nights Per Person Based On X Sharing Occupancy=2 UnitCost= 700 eur Adult Conditional Supps= 0 Adult Mandatory Supps= 0 Child Conditional Supps= 0 Child Mandatory Supps= 0
Flights	Jan 2 2008 LHR BKK BA100	FI	230.0000	115.0000	Contract Type=alloc Adult=230.0000GBP Child=115.0000GBP Adult Supps= 0.0000 Child Supps= 0.0000
Flights	Jan 8 2008 BKK LHR BA101	FI	0.0000	0.0000	Contract Type=alloc Adult=0.0000GBP Child=0.0000GBP Adult Supps= 0.0000 Child Supps= 0.0000
Per Person	Excursion profit	FI	-10.0000	-10.0000	Supplier Cost=-10.00 GBP -LO-
Per Person	Marketing	FI	27.0000	27.0000	Supplier Cost=27.00 GBP -LO-
Per Person	National Express	FI	1.5000	1.5000	Supplier Cost=1.50 GBP -LO-
Per Person	Regional Flights	FI	11.0000	11.0000	Supplier Cost=11.00 GBP -LO-
Per Person	VAT	FI	8.0000	8.0000	Supplier Cost=8.00 GBP -LO-
Per Tour	Airport Rep	FI	2.0000	2.0000	Supplier Cost=80.00 GBP Tot Occupancy=40 Per Person =2.00 GBP Supplier Cost=2.00 GBP -LO-
Per Tour	Coach	FI	53.5714	53.5714	Supplier Cost=3,000.00 eur Tot Occupancy=40 Per Person =75.00 eur Supplier Cost=75.00 eur -LO-
Per Tour	Tour Manager	FI	10.0000	10.0000	Supplier Cost=400.00 GBP Tot Occupancy=40 Per Person =10.00 GBP Supplier Cost=10.00 GBP -LO-
		FI	**583.0714**	**280.5714**	

Adult COST=583.0714
Child COST=280.5714
Markup Amount=0 Percent=20 (Margin)

Adult Price=728.8392
Child Price=350.7142

Rounding=9
Adult Price=729
Child Price=359

Figure 59 - Example 1: TPG – Calculation Breakdown

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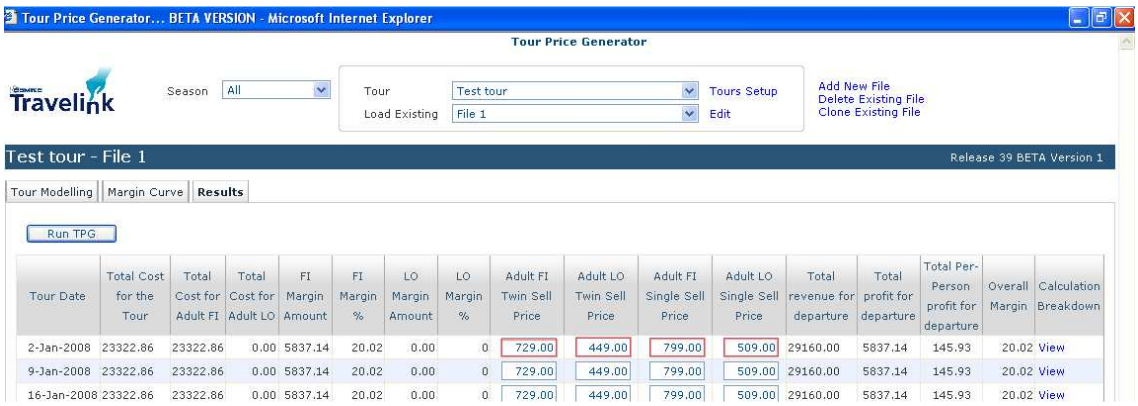
The calculation was run and the spreadsheet in Figure 60 below represents the workings:

			Nights	Exchange rate		FI Twin Standard	LO Twin Standard	FI Single Standard	LO Single Standard	
Components										
Hotel twin	50 Euros	pppn	7	1.4	LO	250.00	250.00			
Hotel single	60 Euros	pppn	7	1.4	LO			300.00	300.00	
Flights	230 GBP	pp			FI	230.00		230.00		
Regional flight	11 GBP	pp			LO	11.00	11.00	11.00	11.00	
Per person costs										
Marketing	27 GBP	total			LO	27.00	27.00	27.00	27.00	
VAT	8 GBP	total			LO	8.00	8.00	8.00	8.00	
National express	1.5 GBP	total			LO	1.50	1.50	1.50	1.50	
Excursion profit	-10 GBP	total			LO	-10.00	-10.00	-10.00	-10.00	
						517.50	**287.50**	**567.50**	**337.50**	
Per tour costs										
Tour manager	50 GBP	per day 8			LO	10.00				
Coach	3000 Euros	total		1.4	LO	53.57				
Airport rep	80 GBP	total			LO	2.00				
Passenger load						40	0	0	0	**40**
Total cost pp						583.07	353.07	633.07	403.07	23322.9
Add 20% margin						728.84	441.34	791.34	503.84	
Selling price (round = 9)						**729.00**	**449.00**	**799.00**	**509.00**	29160.00
Margin						20.02%	21.36%	20.77%	20.81%	**20.02%**
Profit per person						145.93	95.93	165.93	105.93	



Tour Date	Total Cost for the Tour	Total Cost for Adult FI	Total Cost for Adult LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI Twin Sell Price	Adult LO Twin Sell Price	Adult FI Single Sell Price	Adult LO Single Sell Price	Total revenue for departure	Total profit for departure	Total Per-Person profit for departure	Overall Margin	Calculation Breakdown
2-Jan-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View
9-Jan-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View
16-Jan-2008	23322.86	23322.86	0.00	5837.14	20.02	0.00	0	729.00	449.00	799.00	509.00	29160.00	5837.14	145.93	20.02	View

Figure 60 - Example 1: TPG – Results

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6.2 Scenario 2

Using the same example as scenario 1, this example has a different modeling in that 42 passengers are predicted and are itemised across price types as follows:

The difference here is (compared to scenario 1):

- Per tour costs are now divided by 42
- Passengers are split across price types and thus the calculation is using each price type.
- The final prices and revenue totals are different.

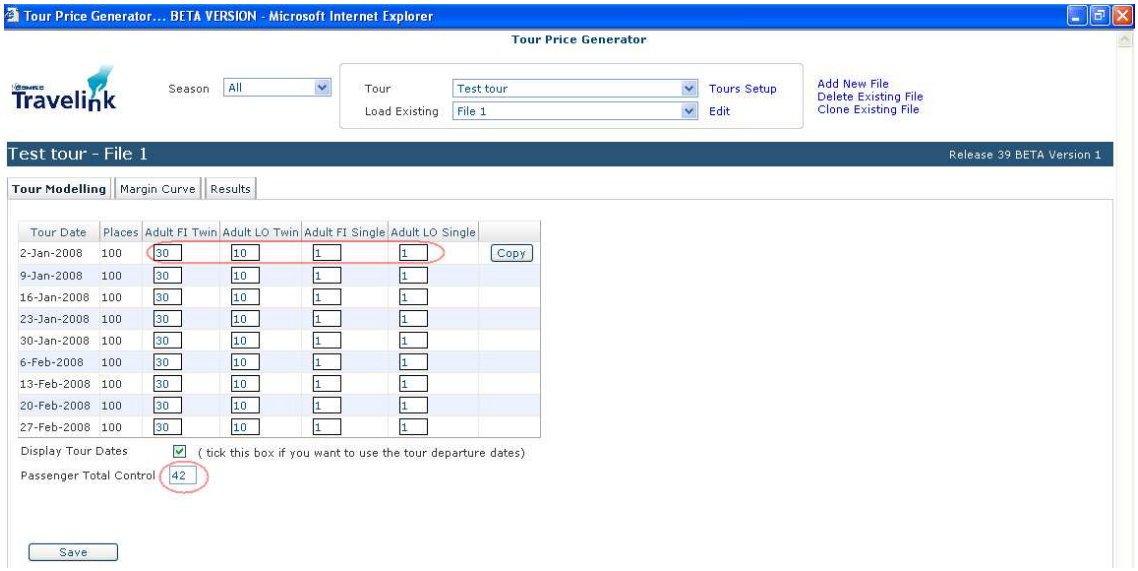


Figure 61 - Example 2: TPG – Tour Modeling

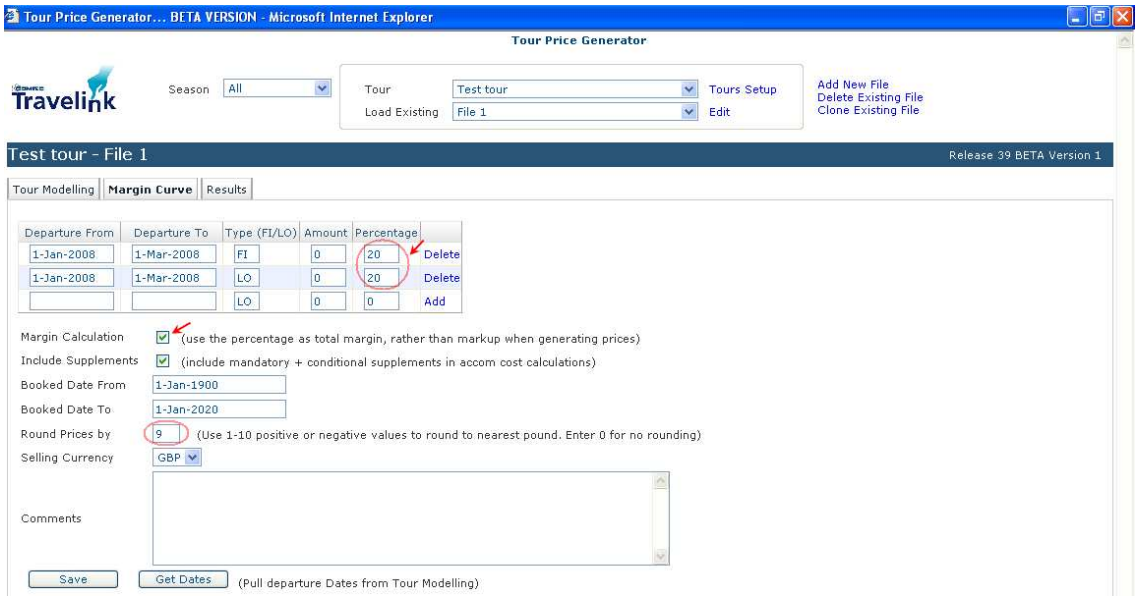
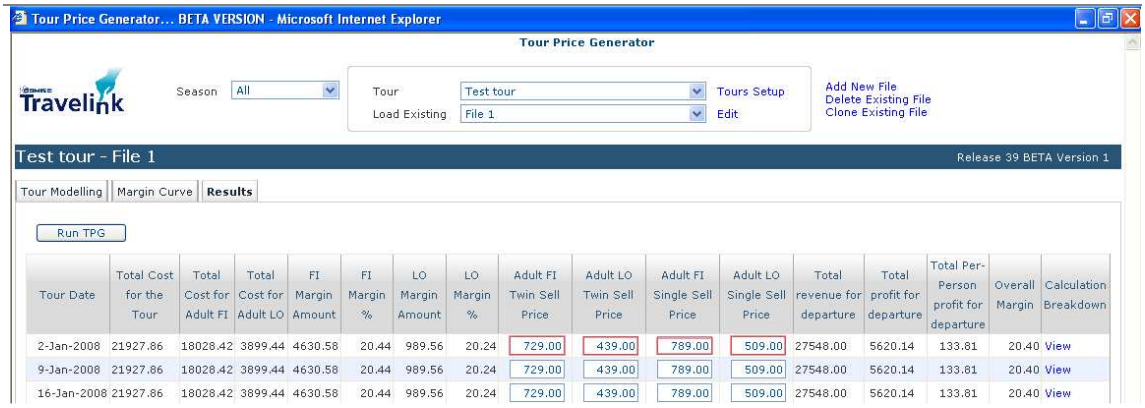


Figure 62 - Example 2: TPG – Margin Curve



Tour Date	Total Cost for the Tour	Total Cost for Adult FI	Total Cost for Adult LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI Twin Sell Price	Adult LO Twin Sell Price	Adult FI Single Sell Price	Adult LO Single Sell Price	Total revenue for departure	Total profit for departure	Total Per-Person profit for departure	Overall Margin	Calculation Breakdown
2-Jan-2008	21927.86	18028.42	3899.44	4630.58	20.44	989.56	20.24	729.00	439.00	789.00	509.00	27548.00	5620.14	133.81	20.40	View
9-Jan-2008	21927.86	18028.42	3899.44	4630.58	20.44	989.56	20.24	729.00	439.00	789.00	509.00	27548.00	5620.14	133.81	20.40	View
16-Jan-2008	21927.86	18028.42	3899.44	4630.58	20.44	989.56	20.24	729.00	439.00	789.00	509.00	27548.00	5620.14	133.81	20.40	View

				Nights	Exchange rate		FI Twin Standard	LO Twin Standard	FI Single Standard	LO Single Standard		
Components												
Hotel twin	50	Euros	pppn	7	1.4	LO	250.00	250.00				
Hotel single	60	Euros	pppn	7	1.4	LO			300.00	300.00		
Flights	230	GBP	pp			FI	230.00		230.00			
Regional flight	11	GBP	pp			LO	11.00	11.00	11.00	11.00		
Per person costs												
Marketing	27	GBP	total			LO	27.00	27.00	27.00	27.00		
VAT	8	GBP	total			LO	8.00	8.00	8.00	8.00		
National express	1.5	GBP	total			LO	1.50	1.50	1.50	1.50		
Excursion profit	-10	GBP	total			LO	-10.00	-10.00	-10.00	-10.00		
							517.50	**287.50**	**567.50**	**337.50**		
Per tour costs												
Tour manager	50	GBP	per day	8		LO	9.52	9.52	9.52	9.52		
Coach	3000	Euros	total		1.4	LO	51.02	51.02	51.02	51.02		
Airport rep	80	GBP	total			LO	1.91	1.91	1.91	1.91		
Passenger load							**30**	**10**	**1**	**1**	**42**	
Total cost pp							579.95	349.95	629.95	399.95		21927.9
Add 20% margin							724.94	437.44	787.44	499.94		
Selling price (round = 9)							729.00	439.00	789.00	509.00		27558
Margin							20.45%	20.28%	20.16%	21.42%		**20.43%**
Profit per person							149.05	89.05	159.05	109.05		

Figure 63 - Example 2: TPG - Results

Note:
When modeling tour prices, it is useful to see how booked passengers affect the margin of a tour as bookings increase. E.g. 5 pax is a negative margin but 8 or more is a positive margin. Using the TPG results screen, it is possible to edit prices and passengers to see the effect on margin. Thus it is possible to derive the minimum passenger required number from this screen.
It is not possible to model a mix of adults and children in the same price type in the TPG. Only adults or children can be modeled in a room e.g. 2 adults or 2 children, not 1 adult and 1 child.

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7 Appendix 1 – Acronyms used in this Document

Acronym	Definition
Accomm	Accommodation
FI	Flight Inclusive
IB	In Bound
LO	Land Only
OB	Out Bound
Pax	Passengers
TPG	Tour Price Generator
UI	User Interface

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